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Incorporating *International Commerce*

JUNE 28, 1971

Commerce Today

Coming Developments in Business and Technology

FROM THE SECRETARY

To 1990—A Long Look Ahead

President Nixon recently announced that a major conference will be held next November on "The Industrial World Ahead: A Look at Business in 1990."

To be co-sponsored by the Departments of Commerce and Labor, the Conference will take a long-range look at the kind of society we want to have in 1990, and how to get there from here.

Much of the nation's business community today is so immersed in short-term matters and problems—urgent concerns involving government, prices, the environment, consumer affairs and other matters—that long-range considerations often suffer, with too little attention given to matters that will affect the long-term business relationship with society as a whole.

This is what next November's conference is intended to rectify. Some two thousand leaders invited to attend from many walks of life will have an opportunity to consider trends and guidelines on a wide array of matters of concern to business, labor, education, government, science and the public.

Changes

There can be no doubt that tremendous changes must be expected in almost every aspect of the nation's life by 1990.

Population growth alone in the intervening years will be phenomenal, with tremendous implications for national policy makers and private decision makers.

Other factors affecting our future include these:

- America is becoming a younger nation, and this means greater outlays for vocational education, for homes and appliances. It will affect the whole scope of market patterns for consumer goods.
- The fastest-growing sector of our economy will be in services, and in just a few years more than one out of every six workers will be engaged in government at some level.
- Tremendous increases will occur in the number of students pursuing higher education, and education will demand a rapidly growing share of the GNP.
- The average U.S. work week is expected to drop to about 31 hours by the year 2000, and the leisure market will reach an estimated $250 billion by 1975.
- By 1980 our demands for fresh water will be double our present consumption. We will become increasingly concerned with rising problems of air and water pollution, traffic congestion and the need for more open spaces.

Considerations

All of these conditions, and many others, will pose unprecedented considerations in the fields of economics, technology, resources, taxation, labor-management relations, international trade and others.

The 1990 Conference will give business and industry a major chance to be heard on basic policies and trends affecting these significant matters.

It will examine:

- The Structure of the Private Enterprise System;
- Jobs Ahead—the Human Side of the Business Future;
- Technology and Resources for Business;
- The Social Responsibility of Business.

The Conference is predicated on the belief that business should arrive in 1990 as more than a beleaguered and battered survivor of today's problems. It must be a strong sector in a strong economy in a strong nation.

It must have a responsible, respected role in shaping and serving our society. To outline that role is the purpose of the meeting in November.

Maurice H. Stans

Commerce Today

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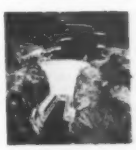

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Latin markets show promise to U.S. missions—U.S. exhibitors score at Paris Air Show—Venezuelans, Nicaraguans in trade talks—Nine U.S. enterprises get export awards—Peru's economy now in upturn—Liberia enjoys 'Year of Investor'—Paraguay entering slowdown phase.

COVER: *Nationally-known trademarks are, "beyond question, more valuable than any other single asset of a business and frequently are more valuable than all other assets combined," Patents Commissioner William E. Schuyler, Jr., told the recent trademarks conference held in Washington. Story on Page 4 details the problems existing today for the businessman concerning trademark protection.*

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ECONOMIC
HIGHLIGHTS

Long Decline In Defense-Related Activity To End Soon, Removing Drag On Economy

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The extended decline in defense activity, which has had a widespread impact on the U.S. economy, may have almost run its course.

The withdrawal of more than half of our military forces from South Vietnam over the past two years has been accompanied by an overall decline in defense activity. Reductions in the total number of men in uniform, in the number of Defense Department civilian personnel, and in the amount of funds spent for military procurement—all of which reflect the release of defense resources for civilian uses—have had a marked impact on the economy.

Defense purchases of goods and services rose some 60 percent from $50 billion in 1965 to a peak of $78.8 billion in 1969. They dropped to $76.6 billion in 1970 and will decline further this year to about $72.5 billion.

Measured as a proportion of the nation's total output, defense activity reached a peak of 9.1 percent in 1967. It fell to 7.8 percent by 1970 and will be about 7 percent this year, the lowest since 1950.

Total Armed Forces personnel fluctuated between 2.5 million and 3.0 million from 1955 to 1965, and expanded to 3.5 million in mid-1968. From this peak, Armed Forces personnel were reduced to 2.8 million by the end of the first quarter of 1971, and reductions will continue until a level of 2.5 million is reached in mid-1972. Defense Department civilian personnel have been cut to 1.1 million from a peak of 1.3 million in mid-1969.

Jobs in defense industries jumped from 1.3 million in mid-1965 to 1.7 million in mid-1968, and then declined to 1.3 million by the end of the first quarter of 1971.

In all, the number of jobs related to defense, either directly or indirectly, has declined by nearly 2½ million since the peak in 1968.

The drop in defense activity created special economic problems during the slowdown of 1970 because the cutbacks were concentrated in a few industries, occupations and geographic areas.

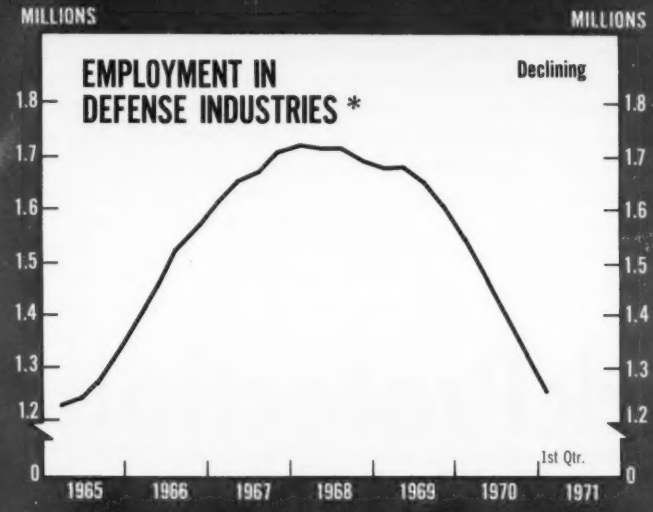
The advance indicators now appear to be signalling a leveling-off in defense activity. These indicators, such as military prime contract awards and gross obligations incurred for procurement, have recently stabilized following sharp declines.

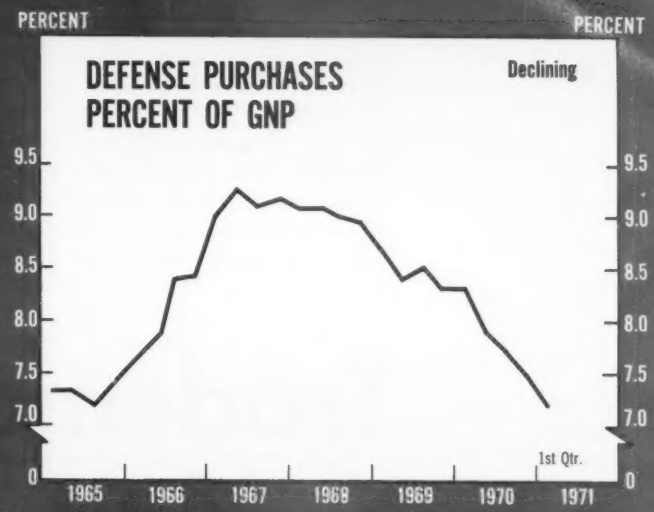
Despite the temporary economic drag involved in the shift from defense to civilian activity, the economy has clearly been on the uptrend since November.

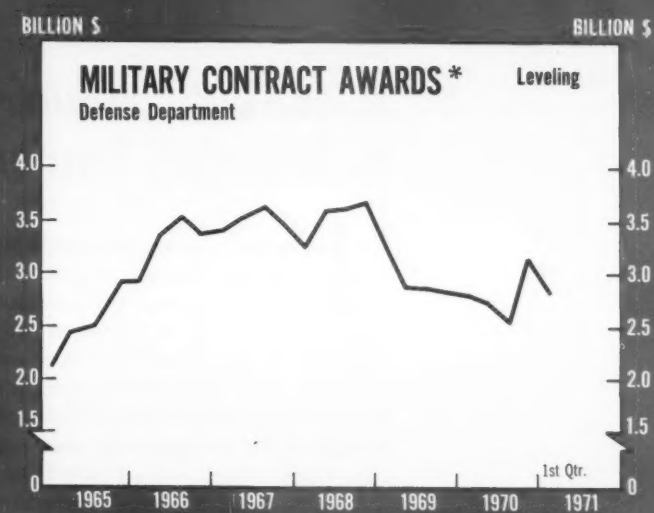
Other Economic Developments

Employment rose significantly in May, but the labor force increased sharply and unemployment remained above the 6 percent level. Thus there were increases in both the number of persons employed and the number seeking employment.

Latest Indicators







*Quarterly averages of monthly figures.
All data seasonally adjusted.

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June 28, 1971
Vol. I, No. 19

Trademark Protection—A Must For Business

A Look At Industry's Problems Today In Securing Trademarks Against Piracy

Today's changing business environment, domestically and internationally, requires among other things a new hard look at the trademark protection situation as it affects the businessman.

To do that, trademark specialists met in Washington June 17 and 18 to consider what measures can be taken to modify and improve the Trademark Act of 1946 on the 25th anniversary of its passage. Generally known as the Lanham Act, it was named for its sponsor, the late Fritz G. Lanham of Texas.

A trademark is a name, device, or symbol used by a maker or seller to identify his products and distinguish them from the goods of others. Such a mark is an aid to satisfied customers who wish to buy the products and want to make sure they are getting products of the same quality as the last ones purchased. This explains why trademarks are often a businessman's most valuable possessions and why laws are necessary to protect them.

Trademarks probably are as old as commerce itself. There is evidence of their use many centuries before the Christian era. And then as now there were those who sought to profit from the good name of others by unfair use of their marks.

Since the industrial revolution, however, the problems involving trademarks and trademark protection have increased greatly. And the pace of change is accelerating. Thus questions arise as to how the changes that are taking place have affected trademark protection, both in the home and foreign markets. What new problems have developed? What difficulties appear in the future? What can the business community do to meet them?

These were among the questions discussed at the Washington conference sponsored by the Bureau of National Affairs in cooperation with the Federal Bar Association and other organizations interested in the subject. A number of speakers talked about various aspects of the problem, including J. H. Wakelin, Jr., Assistant Secretary of Commerce for Science and Technology; William E. Schuyler, Jr., Commissioner of Patents; Mrs. Virginia Knauer, Special Assistant to the President for Consumer Affairs, and other Government officials and former officials and specialists in the field of trademarks and patents.

Basic features of the trademarks problem were reviewed in five panel discussions during the full-day sessions. The panels examined the situation existing on the twenty-

fifth anniversary of the act, the impact of the act, certain changes that have been recommended to accord with changes that have occurred in the last quarter-century, future prospects, whether the long-existing Madrid Agreement relating to international trademark registration will be revised or a new agreement will be negotiated, and regional trademark arrangements involving groups of nations in different areas.

Specialists in trademark protection say that, so far as the domestic situation is concerned, the Lanham Act has been a successful law, and that generally it needs only modifications and improvements to bring it abreast of changed conditions. Discussion is devoted at present primarily to two legislative proposals intended to deal with problems that have developed in the last quarter-century.

One proposal is legislation to amend the Lanham Act to permit an application to be made for trademark registration on the basis of "intent to use" the mark. Under this legislation, a registration would not be granted until the mark had been used, but evidence of use would be required within a certain period after examination of the application for registration rather than before the application is filed, which is the present requirement. The proposed change would provide an opportunity to determine whether some other businessman had a prior claim on the same or a similar mark, and thus either permit the prospective trademark owner to secure his legal position more quickly and firmly or save him a large outlay of money and effort. The other proposal would establish a Federal law of unfair competition to supplant the maze of often conflicting State laws relating to this problem. Under such a law, nationwide protection against acts of unfair competition would be available regardless of where the lawsuit was instituted.

In the international area, the problem of trademark protection is described as an entirely different story from that prevailing at home. The primary obstacle is that the American businessman must proceed from country to country to protect his trademarks from foreign piracy. There are more than 150 separate jurisdictions in which a businessman can register a mark outside the U.S. Thus to secure protection he must wade through a maze of requirements in different countries, and these difficulties are multiplied by language barriers and varying laws, traditions and customs. At the same time, American business has invested abroad in an increasing degree. Multinational corporations have expanded. And advertising has become internationalized in a growing measure. The result is greater accent on international trademark protection than formerly.

To deal with the international problem, intensive work is being devoted to the development of a system for registration of trademarks in which the United States could participate. This is a long-term project, and it is hedged about with numerous difficulties.

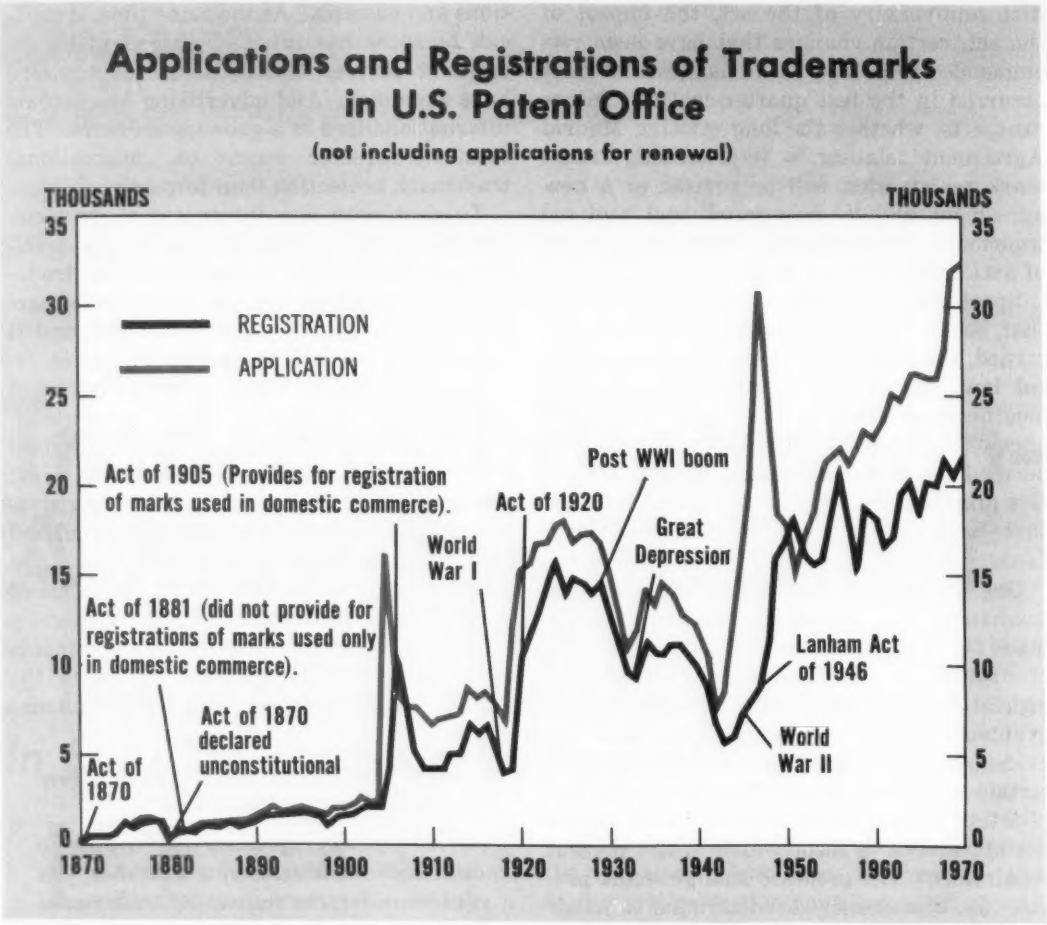
In February, a meeting of government consultants was held in Geneva, Switzerland, under sponsorship of the World Intellectual Property Organization. Recently, a draft treaty relating to the international registration of trademarks has been widely circulated as a basis for comment by the 78 countries signatory to the 1883 treaty concerning patent and trademark rights, generally known as the Paris Convention. Comments from the signatory nations, of which the United States is one, will be considered

In a message to the trademark conference, President Nixon said:

"As you appropriately pay tribute to our trademark system, I ask that you also consider the impact of trademarks on the future needs of our society. No matter how well a system may function, it should periodically be reexamined and revitalized in the light of current challenges and problems. Trademark law and its operations in the Federal Government are now undergoing such reexamination.

"In view of the significance of trademarks in our free enterprise system, it is clear that we must provide for the most effective protection of these rights. And to facilitate the effective protection of U.S. trademarks in world markets we must further extend this effort to promote new advances in international trademark cooperation.

"To achieve these goals, it will be important to have the full support of business, government and all associations concerned with trademarks. This kind of united effort will surely result in many useful improvements in a system which has served us so long and so well."



by a "Committee of Experts" to be convened in October. The eventual aim of the conferences taking place this year will be a diplomatic conference scheduled to be held in Vienna, Austria, in May-June, 1973, at which it is expected that a new international trademark registration agreement or a revision of the Madrid Agreement will be negotiated.

At present, there is no certainty as to what will emerge from the international discussions. The U.S. is not a signatory to the Madrid Agreement. Participants in this agreement are 21 countries, chiefly in continental Europe. Certain features of the agreement have not been acceptable to important countries outside continental Europe, including the U.S., the United Kingdom, Scandinavian countries, Canada and Japan. Interested U.S. officials and groups are hopeful that an agreement can be drafted which the U.S. can sign. If such an agreement is obtained, it is possible that the Lanham Act may have to be amended in some respects to conform to its provisions.

The Lanham Act evolved from a long period of changing business conditions and growing needs for trademark protection. Although earlier laws enacted by Congress appeared to emphasize the businessman's need for protection against the commercial predator, they also recognized that infringers could be innocent of any wrongful intent and yet harmful to the owner of a mark. At the same time, each succeeding law enlarged the area of protection.

The first trademark law was passed by Congress in 1870. This law related to marks used only in connection with goods and prescribed civil remedies for their protection. An 1876 amendment provided for criminal penalties for frauds and counterfeits and the unlawful use of trademarks registered under the law. However, in a case arising under the criminal provisions of the law the Supreme Court decided in 1879 that Congress had no authority to legislate trademark protection under the patent clause of the Constitution, upon which the 1870 law was based. The

Court suggested that Congress should consider the commerce clause of the Constitution as the basis for a law protecting trademarks.

In 1881, Congress enacted a new trademark law based on the commerce clause. The law authorized the registration of trademarks and protection for them. But protection was granted only for marks used in foreign commerce and in commerce with Indian tribes. Marks used only in domestic commerce were not protected at the Federal level.

At the turn of the century the railroads, turnpikes, canals, and increasing communication, together with technological developments in agriculture and industry, combined to spread commerce far beyond its previous confines. Still, the only protection afforded marks used in domestic commerce was in local courts in accord with common law, which was interpreted with varying results.

Recognizing that the local courts were neither uniform nor effective in protecting trademarks, Congress in 1905 passed an act authorizing the registration and protection of trademarks used in commerce among the States as well as with foreign nations and Indian tribes. In this act, Congress also recognized in a limited way the importance of protecting certain marks that had acquired a "secondary significance," that is, marks that had become distinctive of goods in commerce as to their source of origin despite certain infirmities which they may have had originally.

Under an act passed in 1920, many "nontechnical" marks were registered for the first time. The purpose was to provide the basis for registration under international treaties of such marks when American companies owning them used them or planned to use them in foreign countries. In 1938, an amendment to the law was enacted providing for the registration of collective marks.

Finally, the Lanham Act added the certification mark and the service mark to the catalogue of those that qualified for Federal registration and protection. Section 23 of the act provides for the registration of many additional items, such as a "symbol, label, package, configuration of goods, name, word, slogan, phrase, surname, geographical name, numeral, or device or any combination of any of the foregoing" if they are capable of distinguishing the applicant's goods or services.

The Lanham Act contains many other provisions that recognize the tremendous changes that had occurred in business organization and marketing practices in the 41 years that had passed since the enactment of the 1905 law. While the 1905 law worked well for the comparatively simple business structure of the early part of the century, it failed to recognize the growth of businesses through "related companies." Also, except in limited situations, it failed to allow for the fact that a word which was originally descriptive might acquire a "secondary significance."

By the second quarter of the century, the holding company had become commonplace in business. But under the 1905 act and the common law, trademark owners found it difficult to protect their rights if they permitted use of their marks by others. In one case, registration of a mark in the Patent Office was refused to an applicant company where its subsidiary used the mark.

Rapidly increasing change has caused many businessmen and other concerned persons to ponder what the next 25 years will bring. Many problems have developed that do not directly relate to profits. Companies find it necessary to think in terms of good public relations in the community in which they are located and in the markets in which they sell their goods. A manufacturer must think of his impact on the ecology as well as what may happen in the economy as he plans for the future. Top managements have to be concerned frequently with questions of welfare and politics. Such pressures are superimposed on the basic problems of meeting payrolls and surviving in a climate of domestic and international competition.

Trademark protection no longer is clearcut and comparatively simple. Manufacturers and merchants, their lawyers and advertising specialists, are finding it more difficult to come up with a new trademark that will not infringe upon a trademark already registered and in use in their field and yet will be appealing to consumers. The trend toward conglomerates may result in such changes in trademark use that the marks of each conglomerate may cover much wider areas than they now cover, thereby increasing still more the difficulty of finding desirable trademarks.

To correct these and other inadequacies, the Lanham Act contains the following provisions, among others: Marks may be registered by an owner when they are used legitimately by related companies provided they are not used in a manner to deceive the public. A franchisor may register marks used by his licensees provided he can show control of the nature and quality of the goods identified by the mark In addition to extending protection for the first time to marks other than those used on goods, that is, service and certification marks, the first effective recognition of collective marks is accorded. Instead of a limited acknowledgement of the "secondary significance" of a mark, proof of the substantially exclusive and continuous use of a mark by the applicant for five years may be accepted as prima facie evidence that it is distinctive. If mere use for a period of time cannot be accepted as evidence of distinctiveness, the applicant may present other facts and circumstances to support his claim.

There is a definite link between trademark protection and the consumer. Secretary of Commerce Stans has observed: "In our marketplace, goodwill is the disposition of the satisfied customer to return uninvited. On this hangs the success or failure of every business and of our system itself." The trademark enables the satisfied customer to know with some assurance what he is returning to. Likewise, it enables the customer who is not satisfied to retaliate by not buying products bearing the mark.

SEARCH ROOM—*The public Trademark Search Room in the Patent Office contains nearly a million marks registered during the past 100 years. It is estimated that 400,000 trademarks are still in use.*

Allowance is made for the sale of parts of businesses and the assignment of marks used in connection with the parts of the businesses sold. Instead of allowing a petition to be filed at any time to cancel a mark, as under the old law, a petition to cancel must be filed within five years after registration. With certain exceptions, the right to use a mark that has been in continuous use for five years is incontestable. Registration of a mark is prima facie evidence of the validity of registration, and constructive notice of the registrant's claim of ownership. Others who adopt the same or confusingly similar marks cannot claim even the defense of good faith or lack of knowledge to defeat the registrant's right. In these and other ways, the Lanham Act reflects a "coming of age" of trademark protection so far as domestic business is concerned.

One future certainty is that businessmen would find it virtually impossible to operate without trademarks. The effort and time and money spent to promote acceptance of a product by the consumer would be completely wasted if the consumer, once won over to the product, did not have a symbol to use in calling for the product when he wanted it. And the consumer would face a thicket of uncertainties in seeking for dependability and quality. As the late Supreme Court Justice Felix Frankfurter once observed: "If it is true that we live by symbols, it is no less true that we purchase goods by them."

—Patent Office

Department Stores– A Booming Market

Fastest Growing Retail Business; More Than Doubling Sales Gains

By 1980, department store sales are expected to reach $87 billion—more than double the projected sales figure for the end of this year.

Marvin J. Magulies, Consumer Products and Service Division, Bureau of Domestic Commerce, U.S. Department of Commerce, said, "Department store growth will again outpace the growth of all retail sales, with projected sales of $42 billion, 8 percent above 1970. They are expected to climb to $58.2 billion in 1975 and $87.5 billion in 1980, rising at an annual rate of 8.5 percent."

In fact, one of the fastest growing kinds of business in retail trade is the Nation's department stores, says the Census Bureau's Retail Trade staff.

"Punctuating this statement are the figures to back it up," said Bobby Russell, Assistant Chief, Retail Census Branch, Business Division for the Bureau.

"Although sales of all retailers increased more than 114 percent from 1954 to 1970," he commented, "department stores boomed. They more than doubled that rate, increasing more than 264 percent."

During this same period, the population increased approximately 26 percent, personal consumption expenditures 161 percent, disposable personal income 166 percent, and gross national product 168 percent.

In 1970, the per capita rate for personal consumption expenditures was $3,036. About $1,743 of this was spent for the purchase of durable and non-durable goods.

While the percent of personal consumption expenditures paid out for durable and non-durable goods declined from 63.9 percent in

The Commerce Department Bureau of the Census publishes estimated department store sales weekly, monthly, and annually for the United States, based on a scientifically designed sample. In addition to this same survey, monthly estimates of sales of department stores are published for approximately 200 areas in the United States, based on a canvass of all known department stores in these selected areas.

A complete enumeration of all department stores in the United States is carried out every five years as part of the Quinquennial Economic Census, which provides more detailed information than do the current statistical programs. The latest Quinquennial Census covers the year 1967.

U.S. Department Store Sales for Selected Standard Metropolitan Statistical Areas: 1967

SMSA	Department store sales: Total ($1,000)	Department store sales: Per capita (dollars)	Resident population July 1, 1967 [1]	Per capita personal income [2] (dollars)
Atlanta	$363,159	$282	1,290,000	$3,371
Bakersfield, Cal.	51,878	158	327,600	3,082
Baltimore	420,231	213	1,970,400	3,409
Birmingham	107,662	146	738,500	2,758
Boston	654,590	203	3,231,300	3,709
Canton, O.	70,222	195	360,100	3,063
Chicago	1,600,524	236	6,785,200	4,135
Cleveland	542,341	264	2,057,600	3,718
Corpus Christi	41,588	142	292,100	2,540
Denver	284,327	259	1,095,900	3,516
Detroit	1,135,775	276	4,114,700	3,834
Duluth-Superior, Minn.-Wisc.	40,457	148	273,800	2,846
Fresno	73,575	178	413,300	2,821
Grand Rapids	102,809	201	512,000	3,315
Houston	436,415	243	1,795,000	3,167
Knoxville	80,469	204	394,900	2,671
Little Rock-No. Little Rock	48,265	150	321,800	2,928
Los Angeles-Long Beach	1,637,291	240	6,834,600	4,150
Memphis, Tenn.-Ark.	159,531	209	764,400	2,737
Miami	276,226	247	1,117,900	3,463
Milwaukee	283,778	211	1,342,800	3,839
Minneapolis- St. Paul	522,756	316	1,656,700	3,949
Mobile	62,395	162	384,300	2,419
New Orleans	210,070	198	1,061,000	3,066
New York	2,338,798	204	11,475,800	4,255
Peoria	73,278	220	332,700	3,618
Philadelphia, Pa.-N.J.	873,659	183	4,768,200	3,462
San Francisco-Oakland	703,594	236	2,987,400	4,401
Shreveport	43,626	149	292,800	2,626
South Bend	65,537	241	272,500	3,164
Washington, D.C.-Md.-Va.	696,640	258	2,696,600	3,714

[1] U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 432.
[2] Office of Business Economics, Survey of Current Business, May 1969.

1954 to 57.4 percent in 1970, department store sales as a percent of total personal consumption expenditures climbed from 4.5 percent in 1954 to 6.2 percent in 1970. During that time period, per capita spending in department stores rose from $65 in 1954 to $189 in 1970—a jump of more than 190 percent.

Department stores market a wide variety of merchandise. In fact, almost any item sold at retail can be found in a department store.

According to the latest Quinquennial Economic Census (1967), however, "women's-girls' clothing except footwear" tallied more sales than any other line of merchandise carried in department stores—25.8 percent of the total sales. Second on the list is "men's-boys' clothing except footwear," which claimed 11.5 percent of total sales, followed by "major appliances-radio-TV-musical instruments" with 8.1 percent.

The importance of the department store as a marketing outlet is most vividly illustrated by the following facts:

- Department stores are the biggest outlet for "women's-girls' clothing except footwear" (44.5 percent of total retail sales of this merchandise line is accounted for by department stores, versus 40.6 percent for apparel and accessory stores).
- Department stores sell more "men's-boys' clothing except footwear" (39.1 percent of total retail sales) than do men's and boys' clothing furnishings stores (32.1 percent).
- Department stores sell more "curtains-draperies-dry goods" than any other kind

of retail business (48.2 percent of total retail sales in this line).

- Department stores sell more "kitchenware-home furnishings" than any other kind of retail business (39.8 percent of this type of merchandise).
- Department stores are also major marketers of "footwear" (26.8 percent).

Department stores with sales of $1 million or more in 1967 accounted for 23.5 percent of total retail sales in this size class. And, department stores with sales of $5 million or more, while representing only 31.1 percent of all department stores, accounted for 70.8 percent of total department store sales and 7.4 percent of total retail sales.

Another prevalent characteristic of department stores is their large number of employees. Although the average retail establishment had about five employees in 1967, the average department store employed almost 203 persons. Figures for the week of March 12, 1967 show 1.2 million full and part-time workers on the payrolls of the Nation's department stores—12.5 percent of all paid employees in retail trade.

Many factors, including median age and population, income levels, relative competitive positions in price structuring, and agressive management may affect the relationship between increases in population and increases in retail sales. Some of these factors are essentially unmeasurable, but one of the factors which has a basic effect on the volume of retail sales and for which data are readily available, is change in population.

In 1967, before the 1970 decennial census announced that California had displaced New York as the most populous state in the country, California led all States in department store sales with $3.9 billion. New York was second with $3.4 billion, followed by Ohio with $2.2 billion, Illinois with $2.1 billion and Pennsylvania with $1.9 billion. These five states, furthermore, with 35.4 percent of the population, accounted for 41.7 percent of total department store sales.

Since 1954, department store sales have grown faster from one year to the next than have retail sales as a whole. Between 1958 and 1963, total retail sales increased 21.9 percent, but department store sales increased more than any other retail kind of business, recording an increase of 53.7 percent. From 1963 to 1970, total retail sales have jumped 49.2 percent, but department store sales have soared 87.2 percent.

Department store sales accounted for 6.2 percent of total retail sales in 1954, surpassed only by grocery stores with 20.3 percent and new car dealers with 14.8 percent.

Department stores steadily increased their share of the retail market, so that by 1970 they accounted for 10.6 percent of total retail sales, while grocery stores' (20.9 percent) and franchised new car dealers' (13.7 percent) share of the market remained relatively stable.

—Census Bureau

Personal Consumption Expenditures[3]

Year	Per Capita [1] Durable & non-durable goods [2]	Per Capita [1] Dept. stores	Sales as a % of total Durable & non-durable goods [2]	Sales as a % of total Dept. stores
1970	$1,743	$189	57.4	6.2
1967	1,456	163	58.5	6.6
1963	1,179	109	59.3	5.5
1958	1,023	77	61.4	4.6
1954	933	65	63.9	4.5

[1] U.S. Bureau of Census, "Current Population Reports."
[2] Office of Business Economics, "Survey of Current Business."
[3] In dollars.

Census Bureau Definitions

RETAIL TRADE—includes establishments primarily engaged in selling merchandise to customers for personal, household, or farm use. Some of the important characteristics of a retail establishment are: the establishment is engaged in activities to attract the general public to buy goods or services; the establishment buys or receives merchandise as well as selling merchandise; the establishment may process its products, but this processing is incidental or subordinate to selling; the establishment is considered "retail" by the trade.

DEPARTMENT STORES—are engaged in retail trade. These establishments normally employ 25 or more persons. Sales of apparel and soft goods combined amount to 20% or more of total sales in department stores, although the establishments may be engaged in selling furniture, home furnishings, appliances, radios and televisions, as well as a general line of apparel for the family and household linens and dry goods.

How To Find The Aid That Builds Businesses And Creates New Jobs

Federal Funds Are Available To Help Recovery When Emergencies Or Disasters Strike An Area

Communities at times may experience a sudden rise in unemployment due to some emergency, such as a natural disaster or the closing or severe curtailment of a facility upon which a significant number of the local people rely for jobs.

In such cases, Commerce's Economic Development Administration moves in with assistance in the event of the closing or anticipated closing or curtailment of a facility operated by a major employer. Where it is known in advance that a job-providing operation will be shut down or reduced, EDA can undertake to provide financial aid or help the local people in planning the reuse of the facilities.

Continuing aid

EDA is continuing to furnish assistance to communities under special provision of law. Up to the present, the agency has approved more than 50 projects in which grants or loans are made available to communities or community groups or individual business enterprises to help counteract the impact of a sudden rise in unemployment. In all cases, the EDA undertakes to give basic aid to projects in which local funds are invested.

An outstanding example of this type of aid is that extended to the Brooklyn Navy Yard and the surrounding neighborhood. This locality was designated as a redevelopment area for EDA assistance August 19, 1966, a few weeks after the yard was closed, because of the high unemployment rate in the area, estimated at the time at 13 percent. Since then, EDA has participated in the conversion and redevelopment of the yard.

Meanwhile

Meanwhile, an agreement was reached for the purchase of the yard from the Federal Government by New York City for $22,482,-965. The purchase agreement was completed June 10, 1970, although the city was given possession of the yard February 6, 1969.

The city transferred the yard in February, 1970, to the Commerce Labor Industry Corporation of Kings (CLICK) under a 70-year lease. CLICK is a non-profit organization

BACK TO WORK—*Workmen are back on the job, helping to construct supertankers at the Brooklyn Navy Yard. Formerly, the yard was closed in 1966. It is now undergoing a revival of industrial activity.*

formed by community leaders in many fields to develop the navy yard site for industrial use.

To help the city and civic groups with forward-looking efforts to bring jobs into the area, EDA has approved approximately $1,100,000 in planning and technical assistance. These funds have been made available to organizations such as the New York City Public Development Corporation, CLICK and the Brooklyn Local Economic Development Corporation (BLEDCO).

Reuse of a portion of the old shipyard facilities in Brooklyn is involved in a loan of $5,850,000 approved by EDA January 30, 1969, for the Seatrain Shipbuilding Corporation of New York City. The purpose of the loan is to renovate buildings and dock facilities and to purchase and install machinery and equipment to build super-tankers for Seatrain Lines, parent company of the shipbuilding corporation.

Other projects approved by EDA for the area follow:

—A $2,226,000 loan to assist the S and S Paper Machinery Company to expand and add 345 new workers.

—A $1,430,000 loan to help the National Waste Conversion Corporation build a plant to manufacture organic fertilizer, an operation that would employ about 200 persons.

—A $948,800 grant to help CLICK rehabilitate three buildings containing more than one million square feet of industrial space.

—A $525,000 loan to help the Chromium Plating and Polishing Corporation build a new plant at Wythe Avenue and South Fifth Street to enable the company to employ an additional 100 workers.

The area is developing into an industrial center. A number of companies have located in the old abandoned yard. City officials anticipate that industrial growth in the area will result in the creation of 15,000 new jobs.

In Chicago

Another instance of EDA aid over an extended period is that granted for the Chicago stockyards area, where thousands of jobs have vanished in the years during which operations at the yards have declined and packing plants have closed. This situation has been aggravated by the subsequent shutdown of neighboring manufacturing facilities, with

IN CHICAGO—*A crane is used to move a concrete tee—a piece of water system equipment—under wires in the former Stockyards area of Chicago. An EDA grant of almost $5 million is helping the city develop an industrial park in the area and create new jobs.*

the result that by July, 1970, area unemployment had risen to 21 percent.

EDA has approved more than $15 million in funds to revive this area, including public works grants, business development loans, and technical aid. The EDA assistance has been supplemented by nearly $6 million from city and private sources. Future development over the present decade is expected to involve private investment of $45 million which would create an estimated 15,000 new jobs.

Omaha, Nebraska, has been another casualty of the transition that has occurred in recent years in the meat-packing industry. To help the community deal with this problem, EDA has approved more than $5 million in grants for Omaha.

The major project is a $4,820,000 grant to assist the city in developing a 144-acre industrial park in the meat-packing district of south Omaha. Other funds have been to help establish and staff an economic development unit and to help pay administrative expenses of a mayor's committee of local leaders formed to undertake to solve local job problems. A study by the Midwest Research Institute estimates that the industrial area has a potential for creating 3,900 new jobs by 1975.

EDA has authorized nearly $10 million in funds, most of its grants, for assistance to areas of Washington State that have been hard hit by sudden and rising unemployment, largely because of cutbacks in the aerospace industry.

Major projects approved for this area include the following:

Major projects

—A grant of $2,179,000 to the Port of Seattle, a municipal corporation, to aid in constructing a navigation terminal for containerized shipping operations. Seattle and King County officials report that the project will create or save 400 jobs in connection with the operations of American Mail Line Ltd. at Seattle. The new terminal also is expected to create 100 jobs at the port.

—A grant of $2,025,000 to the Port of Seattle to help develop a 99-acre area on the Duwamish Waterway as a barge terminal and water-oriented industrial park. Seattle officials say the terminal will provide berthing and marine yard accommodations for container and break-bulk shipping, and will serve as a staging area for shipments in support of oil industry operations in Alaska.

—Grants totaling $2,070,000 for the port and city of Tacoma to aid in construction of the first phase of the Pierce County Terminal Complex at Tacoma and installation of a water line to serve the facility. This project, which will serve container and conventional ships, is expected to generate new jobs for longshoremen and as well as others on the waterfront.

—A $1,787,480 grant to help develop industrial and port facilities in Tacoma, including installation of a sewer system to serve the 3,500 acres of the Port of Tacoma Industrial Area and the Port Terminal Area. The new facilities are included in a broad-scale plan of development for the port.

Hurricane Camille in 1969, one of the worst in recorded history, caused enormous devastation to the Mississippi Gulf Coast and adjacent areas and in the process wiped out thousands of jobs and caused a sudden rise in unemployment.

To assist in restoring the economic life of the stricken region, EDA has approved more than $27 million in grants and loans for 14 projects. Chief among these projects are the following:

WHEN DISASTER STRIKES—*The devastation of Hurricane Camille left thousands in Mississippi not only homeless, but jobless, due to the destruction of ports such as this one in Biloxi. EDA is helping rebuild the economy in this depressed area, authorizing more than $27 million in grants and loans.*

—A $5,190,900 grant to help the city of Biloxi expand its water system and build a new waste-disposal system. The project is expected to provide new job opportunities for persons left unemployed by Camille. Also the improvements will aid in reducing pollution.

—A $2,779,200 grant and $926,400 loan to assist the Hancock County Post and Harbor Commission, with offices in Bay St. Louis, to develop a marine industrial park to create new job opportunities for persons who lost their jobs as a result of Camille and through the phasing out of an aerospace test facility in the area.

—A $6,045,000 loan and $3,440,400 grant to help establish an industrial plant to manufacture heavy marine equipment in the Bernard Bayou Industrial District at Gulfport. The project, which involves development of a 1,320-acre area of the district, is expected to create more than 1,000 industrial jobs.

—A $1,998,500 grant to aid in building an access road from U.S. Highway 90 to more than 1,000 acres of industrial land at Pascagoula. More than 600 acres of the tract will be used by the State of Mississippi for the $130 million shipyard it is building to lease to the Ingalls Shipbuilding Corporation, a division of Litton Industries. Ingalls plans to employ and train 4,000 additional workers to staff the new division, many of them from the ranks of those left unemployed by Camille.

—A $1,135,740 grant to help the town of Waveland install a waste collection and disposal system. The project is expected to aid in curbing pollution of the Mississippi Sound and thereby save the coastal community's tourism and shellfish industries.

—A $2,887,800 grant to aid in building a dock that State officials say will provide more than 350 job opportunities at Gulfport. Construction of the new pier will enable the port to handle additional ships and cargoes. The dock will be equipped with automatic cargo-handling machinery to facilitate the handling of bananas from Latin America. In addition, it will handle general, bulk and containerized cargo.

These are a few of the instances in which the Federal Government, acting as a partner, is helping State and local officials and community business and civic interests to rebuild their economies where emergency situations have caused sudden gains in local jobless ranks.

—*Economic Development Administration*

Discussions In Athens Focus On Developing Tourism And Industry

Greeks Tell U.S. Delegation Of Opportunities For Outside Capital; Specific Areas Defined

Current business opportunities in six nations across the Atlantic were the focus of talks with leaders in those countries by a team of Commerce Department trade officials led by Secretary Stans. This report covers the observations made at meetings in Greece in the spring. Reports on Ireland and Spain were published in the May 31 and June 14 issues. Subsequent reports will discuss Iran, Romania and Austria. Commerce Department trade officials who accompanied Secretary Stans on the visit were Robert McLellan, Assistant Secretary for Domestic and International Business; Lawrence A. Fox, Deputy Assistant Secretary for International Economic Policy, and Tom McSpadden, Special Assistant to Mr. McLellan.

An investment potential of $700-$880 million in Greek industry over the next seven to eight years was reported to a delegation from the Commerce Department led by Secretary Stans. The Greek officials who offered this assessment said they welcomed American investors' participation in this growth. They said it applied to such industries as basic metals, chemicals, minerals, textiles and clothing, foodstuffs and beverages, paper, machinery and appliances, and leather footwear and furs. In addition, the talks in Athens focused on the opportunities in Greece's tourism boom and on trade possibilities in both directions between the United States and Greece.

While in Athens, Secretary Stans met with his host, Minister of Commerce Spyros Zappas, as well as with Minister of Coordination Nicholas Makarezos, Minister of Industry Constantine Kypreos, and the Prime Minister, George Papadopoulos.

These officials emphasized to Secretary Stans that Greece's economic development plans are dependent on an inflow of foreign capital to modernize the country's industrial structure and technology. Foreign investment is actively encouraged and several favorable foreign investment laws have been enacted. Export oriented industries are particularly desirable.

As a developing country, Greece is classified in the most favorable category (Schedule A) under the U.S. Foreign Direct In-

vestment Regulations, and Greek securities are exempt from the U.S. Interest Equalization Tax. An Investment Guaranty Agreement is in effect between the United States and Greece, and investment insurance is available from the Overseas Private Investment Corporation. A "double taxation" agreement is also in effect between the two countries.

U.S. firms lead

U.S. firms have provided the largest single share of foreign capital in Greece and account for about 40 percent of the total capital invested under Greece's basic foreign investment law.

A sizeable number of U.S. companies have investments in manufacturing and marketing operations, and others have set up regional headquarters in Athens to supervise their activities in nearby countries. A recent compilation lists some 164 U.S. firms as having a substantial direct capital investment in Greece.

During the first eight months of 1970 (latest period for which data are available) approved authorizations for foreign private investment projects totaled $101 million, of which about $24 million was from U.S. sources. These included: an investment of $8.8 million by the CERRO Corp. for developing asbestos mines; $5 million by the Del Monte Corp. for expanding and modernizing a fruit and vegetable canning plant; $1.4 to $2 million by Kodak Near East, Inc. for expanding its color film developing and printing facilities; $1.2 million by Westinghouse for expanding electrical equipment production; $1.1 million by Foreign Industries, Inc. for the establishment of a paper container plant; and $1 million by Gerber Products Co. for the establishment of a baby foods production plant.

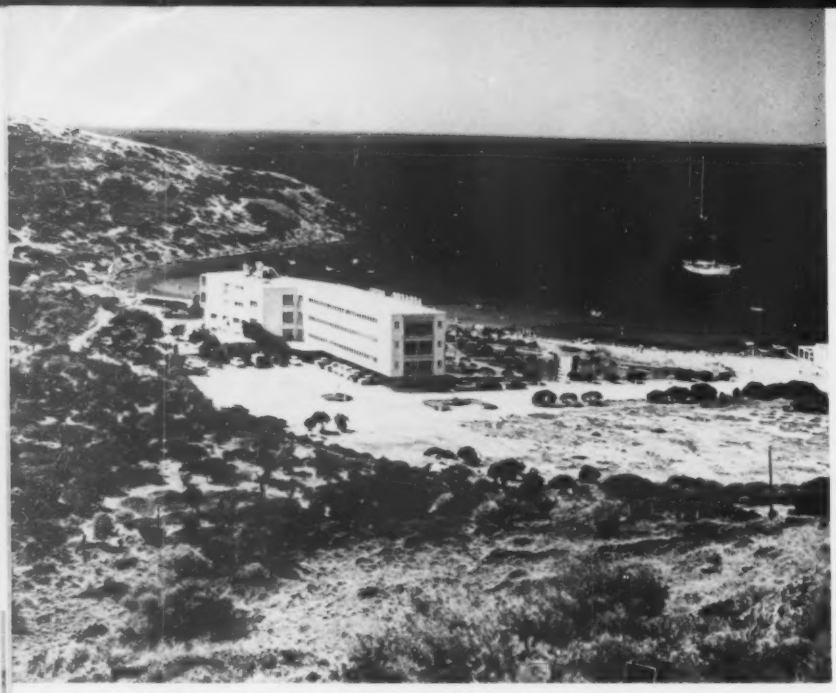
ARRIVING IN ATHENS—*Secretary Stans heads for meetings in Greece's capital to continue talks initiated in Washington earlier this year. Others, from right: Greek Minister of Commerce Spyros Zappas; Mrs. Stans; Thomas Pappas, of Esso-Pappas Greece.*

The Heilenic Industrial Development Bank, Greece's official agency charged with promoting foreign investment in Greece, is publishing a series of studies on concrete opportunities for industrial development in Greece. Studies published to date cover the chemical, textile, leather, and meat industries, food processing, metal products and machinery, minerals, mining and quarrying, metallurgy, paper and paperboard, electric lamps, bakery and candy products, and pharmaceuticals.

As a result of Secretary Stans' talks on the country's investment potential, more detailed studies will be made available on particular industries needed. This information will be relayed to interested U.S. investors by the Commerce Department. Write BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Incentives for investment

Greece presently offers growing opportunities for investment, particularly for companies desiring to take advantage of Greece's special relationship with the European Common Market, whereby manufactured products from Greece can be exported to the EEC duty free while Greek products are protected from EEC competition until 1984 through a diminishing tariff schedule. Greece is close to Africa and Near Eastern markets, as well as markets further east should the Suez Canal reopen. Also, special



TOURISM BOOMS—*Greek tourist traffic is expected to exceed 2 million visitors this year, and earnings to hit $240 million. Above, hotels at Sounion (left) and Vouliagmeni, not far from Athens.*

tax and other incentives are offered for certain types of investments.

Essential to the normal growth of the economy and the continued attraction of foreign capital is, of course, the maintenance of internal stability and normal political relations.

Economy grows at brisk pace

In the description of the Greek economy given to Secretary Stans and his party, it was pointed out that 1970 saw a 7.5 percent growth rate in an atmosphere of relative price and wage stability, and that per capita income, reflecting not only the GNP growth rate, but low population gains, passed the $900 mark. It was predicated that 1970's growth rate will be maintained through 1971. The consumer price index rose an average 3.2 percent between 1969 and 1970, an increase exceeded by some of the countries supplying Greece with most of its consumer and capital goods. Nevertheless, the surging demand for imports, including substantial imports of capital goods, heavily outweighed gains in exports, resulting in a further deterioration of the trade balance. However, the widening trade gap was offset by gains in invisible earnings (particularly tourism and emigrant remittances) and in capital inflows from abroad.

While Greece remains in need of longer-term financing to relieve growing debt repayment schedules, it has managed to maintain a relatively high rate of economic growth in relation to other OECD (industrialized) nations. A successful effort has already been made this year to obtain longer-term financing including a six-year $60 million Eurodollar loan by a consortium of American and Canadian banks to the Bank of Greece and 10 to 15 year equipment credits totaling $235 million from a British and a French bank to the Hellenic Industrial Development Bank. New IBRD loans are also in prospect.

Trade with U.S. lags

Although U.S. exports to Greece in 1970 were below par, there are still many opportunities for U.S. investors and exporters to participate in the growing Greek market. While Greece tries, when possible, to tap domestic sources, it must still rely heavily on imports to satisfy most requirements for economic expansion. Given present rates of economic growth, there is no reason why U.S. products should not attain a higher share—particularly since the U.S. reputation for quality manufacturing is acknowledged and appreciated there.

The best opportunities for increased U.S. exports to Greece lie in the area of sophisticated technical equipment. This applies to public works projects under the Five-Year Plan as well as private investment projects. Specific sectors where U.S. firms can and should be competitive are in irrigation and farm machinery, materials handling equip-

ment, food processing equipment, packaging machinery, poultry and livestock equipment, hotel and restaurant goods, air-conditioning and refrigeration equipment, computer ware, aircraft and aviation equipment, professional, scientific and medical equipment, engineering services, and feasibility and reorganization studies.

One obstacle to participation in those Government contracts open to non-Greek firms is the Greek Government's practice of favoring suppliers who are willing to accept surplus agricultural commodities, particularly tobacco and citrus fruit. Bilateral clearing accounts, mainly with the Eastern European countries, also create pressures to trade with those countries. However, Secretary Stans was assured by Greek officials that U.S. firms will have an opportunity to bid on most contracts, and the portion of foreign procurement open to international competitive bidding, which has been increased over that of last year, will continue to increase.

Tourism booms

Not to be overlooked as a promising field for U.S. exporters and investors is Greece's dynamic tourist industry. Greek officials regard tourism as the major growth area for the Greek economy and they have expressed great interest in obtaining further investment funds and tourism know-how from U.S. firms.

While Greece does not yet approach the two leading Mediterranean tourist havens, Spain and Italy, in the number of tourists it attracts, with its long undeveloped coastline and mild climate, it does have the potential for narrowing the gap considerably. Last year a record 1,609,000 tourists visited Greece, an increase of 23 percent over the year before and double the number in 1964.

Secretary Stans told Europeans the United States looks ahead to the possible development of an international code to assure the free flow of productive capital between nations and to assure the security of foreign investments throughout the world.

He also said there is a common need among nations for "freedom to repatriate profits and capital."

The Secretary made these points in Athens, Greece, where he addressed the American-Hellenic Chamber of Commerce.

ANOTHER GREEK INDUSTRY—*Eleusis Shipyards, west of Athens, handles both construction and repair. Foreign investment is assisting in a variety of production activity, including shipbuilding.*

Of tourists visiting last year (excluding 201,000 cruise passengers, for which no breakdown by nationality is available), 304,000 were Americans, by far the largest national group, followed by British, Germans, French and Italians. In terms of tourism earnings, Americans are of even greater importance, and accounted for about 56 percent of Greece's total of $194 million in 1970. For 1971 Greek sources predict that total tourist traffic will exceed 2 million visitors and earnings will hit the $240 million mark.

To better prepare Greece for these annual invasions, considerable emphasis is being placed on the development of new tourist facilities and infrastructure. This year, in addition to outlays by the private sector, the Government plans to spend $21.7 million for such projects as the establishment of camping facilities along the main highways and the construction of marinas for pleasure craft.

With their know-how in the development of modern hotel, restaurant, and recreational facilities, U.S. firms should find many profitable opportunities in the Greek tourist industry, both for sales of equipment and services and for direct investments.

In order to assist Greece in its efforts to develop its tourist potential, Secretary Stans has arranged for consultations between Greek tourism officials and the U.S. Travel Service on tourism promotion techniques.

DOMESTIC BUSINESS REPORT

- NEDA builds economic muscle
- White House Conference Advisers
- JFV focuses on civilian skills
- On the way—six more LASHs
- 'Mr. Average America'—today's style

Spanish-Speaking Entrepreneurs Starting To Pursue Ambitions

MAKING IT WITH LAMPS — *Juan Nunez is selling and servicing lamps because of help he received from the Albuquerque National Economic Development Association, an affiliate of the Commerce Department's Office of Minority Business Enterprise—an example of the aid NEDA gives across the country to Spanish-speaking entrepreneurs.*

In Albuquerque, Julian Nunez is "selling and servicing lamps like mad, because he learned how to sell himself the Anglo way."

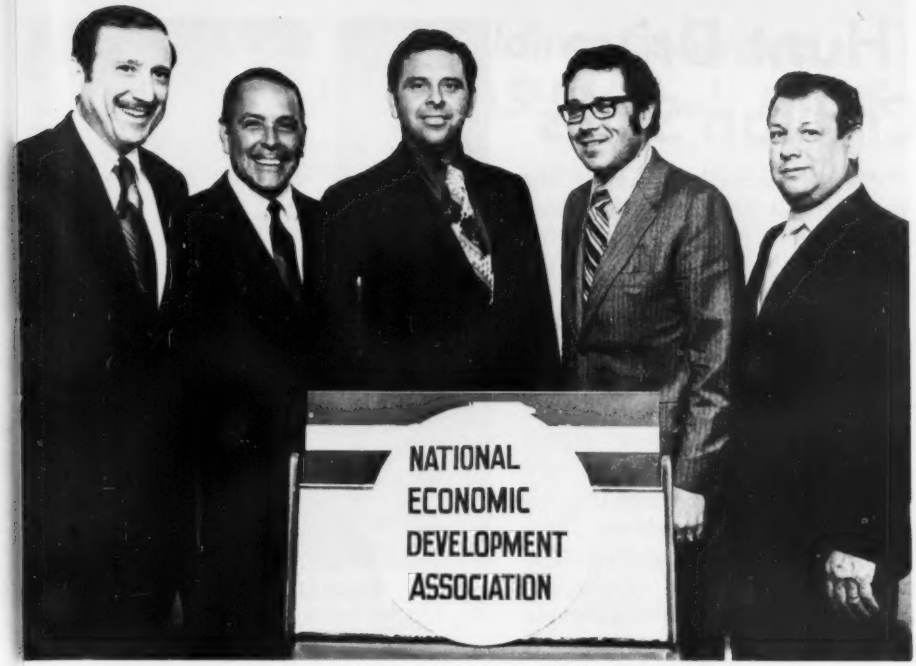
In El Paso, retired Army Sgt. Tamayo has opened a seafood restaurant near Fort Bliss, and each week relatives from his hometown of Port Isabel, on Texas' Gulf Coast, haul a refrigerated truckload of seafood 800 miles across the state to restock his walk-in freezer.

In Miami, a shopping center consisting almost entirely of shops run by Spanish-speaking owners opened recently.

The common thread behind this upsurge in business activity is the National Economic Development Assn., an affiliate of the Commerce Department's Office of Minority Business Enterprise. Funded by the Small Business Administration, NEDA has ten regional offices which aid Spanish-speaking entrepreneurs in starting new businesses and strengthening existing ones. These offices help to prepare loan applications for submission to lending institutions, and provide management and technical support. In general they do everything they can to help the applicant make the best possible case he can for himself.

During the first ten months of the fiscal year ending June 30, NEDA's regional offices accepted

Besides Albuquerque, El Paso and Miami, NEDA has regional offices in Phoenix, San Jose, Chicago, Kansas City (Kan.), New York, Los Angeles and San Antonio. Its national headquarters are in Los Angeles.



HELPING SPANISH-SPEAKING BUSINESSMEN—*A National Economic Development Association affiliate of the Commerce Department's Office of Minority Business Entreprise in El Paso helps Spanish-speaking businessmen. Shoulder-to-shoulder in this campaign, are, left to right, Tony Rodriquez, Executive Director of the Cabinet Committee for Spanish-speaking entrepreneurs; Ben Fernandez, President and Chairman of the Board of NEDA; Manny Villalobos, Regional Vice-President of NEDA; Henry Zuniga, of the Washington, D.C., Small Business Administration; and Conrad Ramierz, Manager of the El Paso Small Business Administration.*

642 loan applications for processing. Of these, 205 loans for more than $10.2 million have been approved. As of April 30, another 208 loans, also valued at $10.2 million, were awaiting approval by lending institutions, and 229 with a total value of $14.5 million were being processed by NEDA's regional offices. The largest single loan was $2.6 million for the Miami shopping center.

Changed bank's mind

Julian Nunez got $16,000, and he really had to work for it. "He wanted to take over a lamp shop whose owner was retiring, but he had no collateral and no business experience . . . in short he had no track record which would justify the loan," says Anna Montoya of NEDA's Albuquerque office. "In fact, the bank had decided to reject his application before he showed up for his personal interview. But his enthusiasm and aggressiveness sold the bank on him, and he got his money. He's been in business three months and he's increased the store inventory by $3,000."

Also in Albuquerque, a 26-year account has embarked on the only commercial enterprise of its kind in the country—contracting to set up artificial flower displays for business and professional offices. Ernest C. deBaca has parlayed his $15,000 NEDA-sponsored loan into 150 semi-monthly contracts, and already employs three other people to help produce his displays.

Another NEDA first centers on a Spanish-speaking Air Force retiree who has set up El Paso's only specialty store dealing in workshoes. "He seems to be flourishing," says Mel Romero of NEDA's regional office, which helped him obtain the franchise.

In short, NEDA is the first strictly business-development oriented effort to help the nation's Spanish-speaking community develop its economic muscle. And it works! —*OMBE*

New Committee Will Help Plan 1990 Conference

A newly appointed committee for the White House Conference on the Industrial World Ahead: A Look at Business in 1990, is beginning its job.

A meeting in the White House June 24 was the first for the new Advisory Committee for the 1990 Conference planned for November 8, and was hosted by Secretary of Commerce Maurice H. Stans and Secretary of Labor James D. Hodgson, whose Departments have joint responsibility. (Read "From The Secretary," inside front cover.)

The purpose of the new committee will be to assist in the development and planning of program subjects and presentations.

The Executive Director of the Conference, Robert W. Miller of the Commerce Department will serve as the Advisory Committee Chairman. Members of the committee include Arch N. Booth, Executive Vice President of the Chamber of Commerce of the United States of America; Walter G. Davis, Director of Education, AFL-CIO; Dr. Robert F. Goheen, President, Princeton U.; Nathaniel Goldfinger, Director of Research, AFL-CIO; W. P. Gullander, President, National Association of Manufacturers; Dr. Cyril C. Ling, Executive Vice-President, American Association of Collegiate Schools of Business; Rodney W. Markley, Jr., President, Business-Government Relations Council; Alexander B. Trowbridge, Jr., President, The Conference Board; Nat Weinberg, Director, Special Projects and Economic Analysis, International Union of United Automobile Workers; and Abraham Weiss, Director of Research, International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America. —*Office of the Secretary*

Veterans' Job Hunt Drive To Center On Civilian Skills

With more than one million servicemen re-entering civilian life annually, the concern for those veterans who need help finding not only jobs, but the right jobs, is growing daily.

"A Department of Defense program based on teamwork by business and government and aimed at those veterans who might have the most difficult time finding jobs and readjusting to civilian life, is helping solve the problem," said Frank M. McKernan, DOD Chairman of the Government Steering Committee for the Jobs For Veterans Program.

The TRANSITION Program to which McKernan refers is one of the actions begun by the Defense Department to support President Nixon's high priority placed on the Job For Veterans Program. It is principally concerned at this time with those enlisted men who do not now possess a civilian-related skill, and with the disabled servicemen.

Basic elements

The program encompasses four basic elements—counseling, skill training, education and placement.

"All men," said McKernan, "with one to six months' service time complete a questionnaire containing information about preferences. Following this, a counseling session is established to discuss the serviceman's qualifications and outlook, including his preferences, and to display to the serviceman the array of alternatives open to him."

One of these alternatives for the enlisted man who is reached from one year to six months before he leaves the service may be TRANSITION training or education.

More than 200 bases across the country are involved in the TRANSITION skill training/education operation.

The educational phase of the program not only identifies those in need of educational upgrading (more than 19 percent of the enlisted men being released from the Armed Forces have not finished high school), but it also assists in placing these men who want further education into programs that will help them achieve eighth grade or high school equivalency or helps them take courses that relate to specific occupations. Programs are developed which lead to public service careers, and certain in-service college programs provide college-level remedial courses.

"Through combined efforts of business and government in skill training," McKernan explained, "the enlisted man who is getting ready for service discharge is being trained in a marketable skill which will enhance his chances of good employment."

According to McKernan, enlisted servicemen who are eligible for the TRANSITION Program are offered training courses after normal duty hours, or even during duty hours if the local command can give such released time, while they are still members of the Armed Forces.

The military itself provides existing formal school courses and on-the-job training programs in military skills which are civilian related for TRANSITION. Local, state and Federal governments offer courses either on or off TRANSITION located bases through the facilities of local governments, Department of Labor, Health, Education and Welfare, Office of Education, the Postal Service, several State agencies, and agencies of the Federal Government which have large employment demands. Manpower Development Training Act (MDTA) programs are also a part of TRANSITION.

COMBAT TRAINED ONLY — *Enlisted men who have only been combat trained while in the service, will get an opportunity to learn civilian skills before separation through operation TRANSITION.*

Of prime importance is the entrance of private industry into this program. Of the more than 50,000 enlisted men being trained in civilian job skills each year, one third is now being trained by private industry. Of these industry-trained servicemen, nearly 60 percent are being absorbed into industry upon discharge.

Businesses with such well-recognized names as the Ford Motor Company, General Motors, Xerox, RCA, and AT&T are among those involved. But small businesses are also essential links in the in-service training. In fact, when not enough men are enrolled in the program to hold formal classes, TRANSITION directors have found local businesses cooperating in training as few as one or two of the servicemen, and often hiring these men after their service release.

Businesses who would like further information on the DOD program, can write Jobs For Veterans, 1400 Wilson Blvd., Arlington, Va. 22209, or Director of Transitional Manpower Program, Office of the Ass't Secretary of Defense (M&RA), Washington, D.C. 20301. —*Jobs For Veterans*

Two New Shipbuilding Contracts Will Launch Six LASH Vessels In U.S.

"The first two contracts awarded under President Nixon's 10-year Maritime Program will aggregate nearly $170 million and provide 4,000 man-years of work for shipyard employees," said A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, at the signing of the second contract this month in the Commerce Department.

From 28 states

"Additionally," he said, "since some $85 million in materials and equipment from 28 different states will go into these ships, the contracts will stimulate additional employment opportunities in other industries."

The contract covers the construction of three Lighter-Aboard-Ship (LASH) vessels for the Waterman Steamship Corporation by Avondale Shipyards, Inc., of New Orleans, and the document signed involves $83.8 million. Just three weeks ago, Avondale was awarded an $85.6 million contract to construct three similar LASH vessels for Delta Steamship Lines—the first flight of new ships generated by the President's program.

In both contracts, the Government will subsidize the difference between Avondale's price and the cost of building the ships in a low cost foreign shipyard.

Plans call for the delivery of the Waterman ships between December 1973 and May 1974. The three ships will operate on Trade Route 18 between U.S. Atlantic and Gulf Coast ports and Red Sea, Persian Gulf and Indian Ocean Ports.

The six vessels covered by these two new contracts brings the number of LASH vessels ordered from Avondale Shipyards to 17. Two of five ordered by Prudential-Grace Lines are in service and six additional units are on order or under construction for Pacific Far East Lines.

Each of the three Waterman ships will measure 893 feet 4 inches (including a 48-foot overhang of the lighter-handling crane at the stern), have a 100-foot beam, 60-foot depth and accommodate 89 cargo lighters measuring 61½ feet long by 31 feet wide and 13 feet deep. At the design draft of 28 feet, each ship will have a deadweight of 39,100 tons. A 32,000 shaft horsepower propulsion plant will provide a service speed of 22 knots.

The design

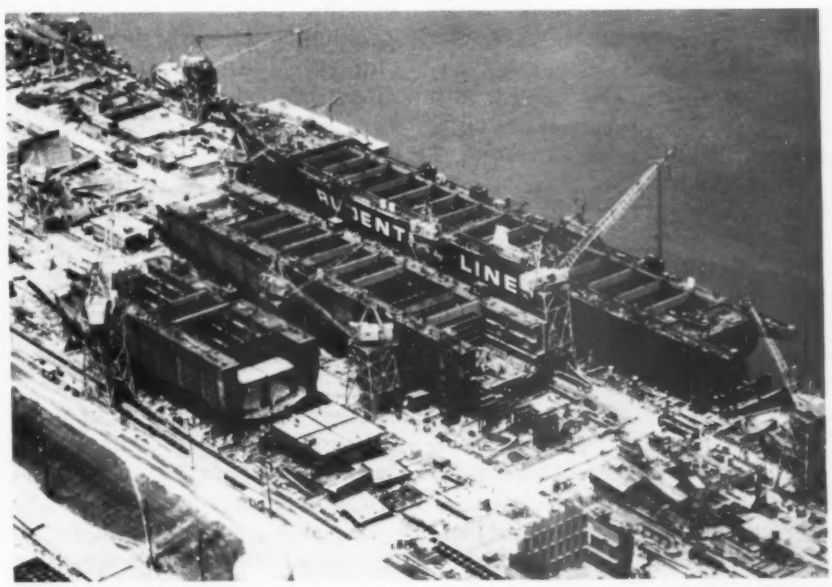
The LASH design, developed by the naval architectural firm of Friede & Goldman of New Orleans, introduces a new, innovative shipping system which facilitates rapid cargo handling and reduces port-turnaround time. Each LASH ship is equipped with a 500-ton traveling gantry crane for loading and discharging the cargo lighters over the stern. The crane has the capacity to handle as many as four loaded lighters containing nearly 1,600 tons of cargo in an hour—as compared to 75 tons per hour handled by conventional breakbulk cargo ships using winch and boom gear.

The LASH mother ships are ideally suited for service to ports having draft limitations since the lighters can be loaded or unloaded offshore and handled by tugboats. This feature also will enable them to avoid the delays encountered by conventional ships entering congested ports.

Additionally, Waterman today was awarded an operating-differential subsidy contract covering eight existing vessels operating on Trade Route 18. Six of these vessels, which are breakbulk vessels of C-3 design, will be replaced by the new LASH vessels. Under the terms of the ODS contract the line is required to contract by November 26, 1977 for the construction of a new vessel or vessels to replace the other two breakbulk vessels, which are of a C-4 design.

Participating in the contract signing with Mr. Gibson were Edward P. Walsh, President of Waterman Steamship Corporation, and Henry Zac Carter, President of Avondale Shipyards, Inc.

—Maritime Administration



MORE ON THE WAY—*Avondale Shipyards, which is building the LASH ships for Prudential and Pacific Far East Lines, is scheduled to build six more—three for Delta Steamship Lines and three for Waterman Steamship Corporation.*

'Average American' Is Gaining Affluence As Each Decade Goes By

The average American family is composed of a husband, wife, and two children in their late teens, according to data from the Bureau of the Census, U.S. Department of Commerce. This typical family is slightly smaller than in the past, and there are some differences in ages. Compared with, say 1950, today's family has fewer children under 5 years old but more over 16. The reason for this is the declining birth rate in recent years.

Parents are a bit older, too. The average father and husband is just short of his 45th birthday and his wife a little short of her 42nd. A generation ago they both were a year or so younger.

As a result of the increased emphasis on education, parents of today's children have had about three years more schooling than their parents had. The average number of years of schooling in 1950 was about 9 years—today it is 12 years. In other words, most parents of young children today have about the equivalent of a high school education.

The income figures are higher today than they were two decades ago. In 1970, the median family income was $9,870, compared with $3,300 in 1950. But prices are higher, too. Nevertheless, the typical family has almost twice as much "real" income now as it had in 1950.

By giving the 1970 dollar the same purchasing power as the 1950 dollar had, comparison in real terms can be made. On that basis, the typical 1970 family had an income of $6,100—almost twice as much as the $3,300 income of the typical family in 1950.

The head of the family earns more than twice as much as a generation ago, and the income brought in by his wife or other members of the family is likely to be greater because more wives and other family members are working today than was the case in 1950. The husband works the full year—50 weeks with a two-week paid vacation on the average. He most likely is employed in a private industry or business as a craftsman, foreman, or operative. That is to say, he could be a baker, carpenter, electrician, watchmaker, plumber, truck driver, or perhaps he operates a machine in a factory. He works in an urban area and drives to and from work in the family's one car or he may belong to a car pool.

Today's typical family is likely to live in a metropolitan area. Nearly 70 percent of the U.S. population lives in metropolitan areas and over half the metropolitan population lives in areas outside the central cities.

The family's house is better and larger than a generation ago. It has five rooms instead of four. It is about 25 years old. The wife most likely has a clothes washing machine, but probably not a clothes dryer, dishwasher, or home freezer. The family has at least one television set, a radio, and a telephone, but is not likely to have air conditioning. *—Census Bureau*

'MR. AVERAGE AMERICAN'—*and his family, his house, his car, and his dog.*

New Committee To Be Communication Link

A new link to strengthen the chain of communication between business and government has been added in the Pittsburgh, Pa., area by the Commerce Department. The link is the Pittsburgh Area Marketing Advisory Committee (PAMAC) which was established late last month in that city by Secretary Stans.

The first local committee of its kind, PAMAC is a test program, which, if proven successful during its two-year trial period, may be expanded nationwide. Its purpose is to advise the Commerce Department on marketing and distribution problems confronting the business community and to make recommendations for improving Commerce marketing programs, publications and services.

The new committee will be instrumental in finding workable solutions to such problems arising in business firms. Their findings will be of value nationwide.

According to Thomas E. Drumm, Jr., Commerce's Ombudsman for Business who installed PAMAC as the Secretary's representative, "We have been oriented toward manufacturing for a long time. That's good. But now emphasis will also be on service producing industries.

The committee, which will serve as the marketing eyes and ears of the Field Office and the Commerce Department, will become an additional source of recommendations for action and advice to the department in this important sector of the economy. *—Office of the Secretary*

Calendar For Businessmen

July 6-7—Washington, D.C.—Second session of Joint Conference on "Cargo Security Crisis—Meeting the Challenge," featuring industry speakers.

SCIENCE & TECHNOLOGY REPORT

- **Better use of scrap metal needed**
- **Don't let mercury scare affect fish eating**
- **Space booklet describes environment satellite use**
- **Dam builders should make seismic studies first**
- **Patents of special interest**

Better Use Of Scrap Needed To Meet World Metals Demand

World demand for primary metals can be expected "to more than double by 1980" the 1968 figure of $33.2 billion "and to increase three and one-half times by the 21st Century." That was the estimate recently of Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business, speaking before the International Congress of the Bureau International de la Recuperation (BIR) in New York.

"As ever-growing numbers of us compete for the world's resources, as we convert them and use them and discard them, we have suddenly become aware of what we are doing to the life-support systems that sustain us on this Spaceship Earth that carries us," he said.

"In the U.S., we are piling up solid scrap at the rate of three and one-half billion tons a year—100 pounds a day for every man, woman and child. In New York City alone, said McLellan, "the number of abandoned junk automobiles jumped from 2,500 to more than 50,000 annually in just 10 years. In the country as a whole, we toss more than 75 percent of our collected industrial and municipal solid waste into open dumps throughout the nation."

He told conference attendees that "instead of looking for ways and places to hide" our scrap, "we must look for more and better ways to process and use it. All of the world's solid waste and litter must eventually be collected and treated with the resource concept in mind."

He added that nearly half the iron and steel being used in the U.S. today comes from scrap. More than half the lead production comes from scrap, he said, 40 percent of the nation's copper, 18 percent of its aluminum, 15 percent of the zinc, and 35 percent of the silver.

The phrase "recycling resources" has become "the symbol of one of the most constructive responses yet developed" to answer some of the country's complex problems, he said.

He cited the following examples of recognition at many levels of recycling as a vital ecological and environmental impetus:

- "Ten industries—steel, aluminum, glass, metal, can, paper, plastics, soft drink, brewing, food processing and supermarkets—

have joined forces to create the National Center for Solid Waste Disposal and demonstrate the technical and economic feasibility of recycling solid waste.

- "The can industry has set up a massive national campaign to collect and recycle any metal can, and the glass container industry has opened glass reclamation and recycling centers in 25 states.
- "President Nixon has directed the Federal Government's giant housekeeping organization, the General Services Administration, to obtain half of its paper supplies from stocks of reclaimed paper.
- "In the Department of Commerce, the National Industrial Pollution Control Council has been created at the President's direction to assist in developing policies to control air, water, noise and waste pollution from industrial sources.
- "The Congress has created a new National Commission on Materials Policy to anticipate the future materials requirements of the nation and the world, and to make recommendations on the supply, use, recovery and recycling of materials."

Spencer A. Schilling, chief, metal and mineral economics division, of Battelle Memorial Institute's Department of Social and Management Systems, told conferees there has been a gradual increase in the amount of scrap metal required to produce raw steel since 1960. In that year, he said, it required 44 net tons of scrap to produce 100 tons of raw steel. By 1985, he said, Battelle forecasts that 50 tons of scrap will be required to produce 100 tons of raw steel.

"The development in steelmaking that may have the greatest effect on scrap usage in 1985," he said, "is the use of direct reduced iron ore in electric furnaces."

Schilling pointed out that by 1985 it is estimated that more than 20 percent of the raw steel produced will be continuously cast. Since "continuous casting has the benefit of improved production yields," he said, "less home scrap is generated. The deficit in home scrap undoubtedly will be met by more purchased scrap."

He predicted that "Asia's share of world steel production will continue to grow through 1985, as well as that of Latin America and Australia, while the share held by North America, Western and Eastern Europe will decrease."

Schilling said "the steel producing industry must increasingly consider itself part of the solution" to the environmental problem "and make a conscious effort to increase the recycling of steel waste products."

The BIR is an international federation representing the solid waste recycling industry throughout the world with headquarters in Brussels. Its annual congress was sponsored here by the Institute of Scrap Iron & Steel and the National Association of Secondary Material Industries with the assistance of the Metals and Minerals Division of the Bureau of Domestic Commerce.

—Bureau of Domestic Commerce

Don't Let Mercury Scare Affect Fish Eating, Says White

"There is no reason whatever not to eat—and enjoy—fish and shellfish," says Dr. Robert M. White, Administrator of Commerce's National Oceanic and Atmospheric Administration.

Addressing the Shellfish Institute of North America in Seattle last week, Dr. White said fish should remain a valued staple of the American diet. It would be "needless and tragic" if incidence of mercury in limited numbers and species caused the nation to avoid all fish, he pointed out.

He pledged that NOAA, through its National Marine Fisheries Service, will seek to learn, as quickly and thoroughly as possible, the extent to which mercury or other heavy metals may occur in fish, "and to keep the public informed, not only of those products with high levels but those which fall below the guidelines offered by the Food and Drug Administration."

Dr. White explained that NOAA works closely with the FDA to help protect the public in the area of fish contaminants. So far, he said, "what we have found gives us reason for optimism. Since the mercury problem first came to light about a year ago, swordfish is the only species that the FDA felt should be the subject of a warning to the public. *—NOAA*

Space Booklet Describes Environment Satellite Use

"Space-Environmental Vantage Point," is the subject of a new booklet published by Commerce's National Oceanic and Atmospheric Administration which describes how earth-orbiting satellites have been, are being, and will be put to work at NOAA's National Environmental Satellite Service for weathermen, oceanographers, fisheries, scientists, and mankind.

The booklet traces the development of environmental satellites from post-World War II experiments with camera-carrying V-2 rockets to the dramatic technological advances of satellite meteorology's first decade. Included are the experimental TIROS (Television InfraRed Observational Satellite), TOS (TIROS Operational Satellite) and its paired ESSA (Environmental Survey Satellite) spacecraft, ITOS (Improved TIROS Operational Satellite) and its family of second-generation operational spacecraft called NOAA after the operating agency.

The brochure calls the development of satellite-borne infrared sensors the single "quantum jump" between the spacecraft of the 1960s and those of the present decade.

Copies are available from the Superintendent of Documents, U.S. Government Printing Office.

—NOAA

Dam Builders Should Make Seismic Studies First, Says NOAA Scientist

Does the massive weight of water held behind great dams trigger earthquakes? That's a question considered by Wendell Mickey, a geophysicist with the National Ocean Survey, an agency of Commerce's National Oceanic and Atmospheric Administration in a study he's conducted of seismic data recorded at four U.S. dams, dating as far back as 1938.

Mickey's findings are as follows:

- The water behind the Hoover Dam has caused earthquakes in the area.
- Earthquakes in the San Luis Dam, California, area have not increased in number due to the imposed weight of that huge reservoir.
- No earthquakes have resulted from the building of the Flaming Gorge, Utah, and Glen Canyon, Arizona, dams and the filling of the reservoirs.

From these findings, Mickey concludes that where dams are built over or near active geological faults in the earth's crust, the weight of the water in the reservoirs causes an increase in earthquakes. The Hoover Dam earthquakes indicate the existence somewhere below the surface of an active fault, even though no evidence has appeared on the surface.

Based on his study of the seismic data from the four dams, Mickey recommends:

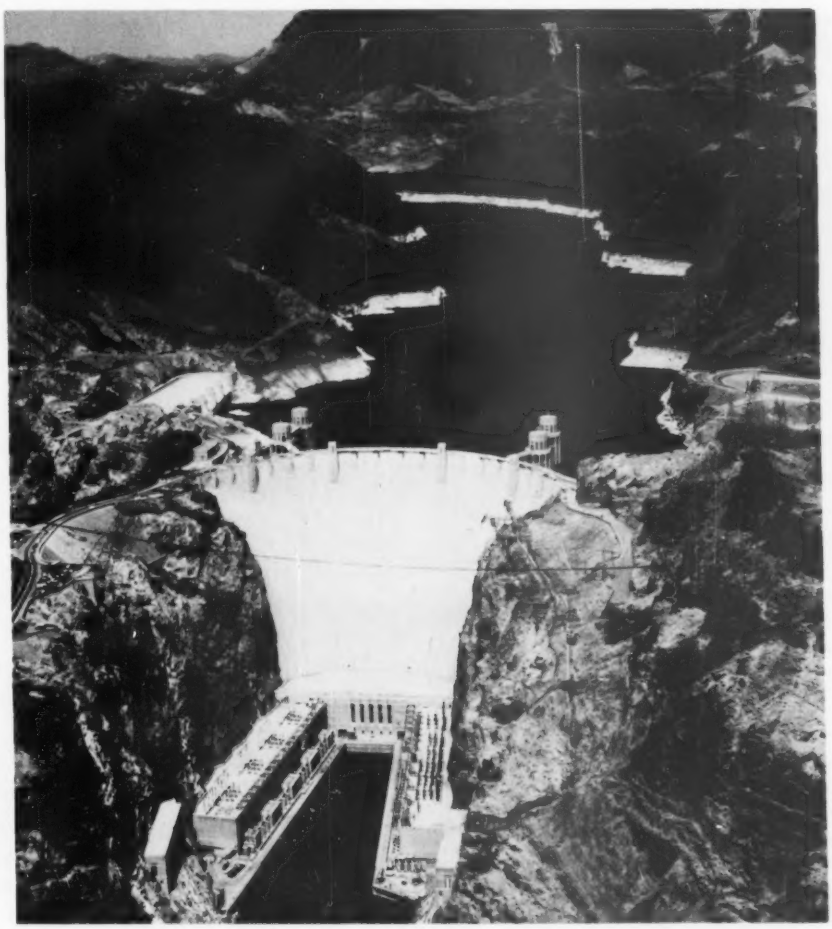
- That the seismicity of an area be determined before a dam is constructed. Seismic recordings now are being made at the proposed site of a dam at Cedar Springs, Calif.
- That no dam be built over or within the disturbed zone of an active fault unless adequate precautions are taken.

There are more than 28,000 dams in the U.S. which impound water for artificial lakes and of these more than 3,300 are higher than 50 feet, many higher than 325 feet. There have been more than 350 dam failures in the U.S. One of the worst was the collapse of the St. Francis Dam in California in 1928 with the loss of 426 lives. Seven hundred houses were swept away.

Mickey says that the occurrence of earthquakes in the vicinity of large dams and reservoirs has been studied by many investigators in various regions of the world ever since the Coast and Geodetic Survey launched the first such study at Hoover Dam. An earthquake-dam correlation most often cited involves the Koyna Dam near Bombay, India. In 1967, seismographs registered a sharp quake, apparently caused by the dam, killing 200 people and causing extensive damage. The lake behind the dam held about three billion cubic feet of water.

Mickey said further study of the effect of manmade lakes and reservoirs on earthquakes is needed before definite conclusions can be reached. He stressed the need for such studies, pointing out that the demand for water reservoirs will increase, with approximately 125 dams more than 50 feet high being built each year in the U.S.

—NOAA



DO DAMS CAUSE EARTHQUAKES?—*That's the proposition considered by a NOAA geophysicist in a recent study during which he found that the giant Hoover Dam, spanning the Colorado River between Nevada and Arizona, has caused quakes in the area. Further study must be made before definite conclusions can be reached.*

Patents Of Interest

Recent patents issued by the U.S. Patent Office included:

Grain conditioner. An apparatus for conditioning grain while in the grain tank of a combine or related grain harvesting equipment. The apparatus includes a main housing in the shape of a cylindrical chamber, being mounted within the grain tank in an optical position to receive the grain as it is delivered into the tank. A centrally mounted auger with a tubular center shaft is axially located within the chamber. The shaft is coupled with the combine engine exhaust by a flexible hose in such a manner that the hot exhaust gases heat the auger as well as co-mingle with the grain within the chamber. A gravity discharge chute at the upper end portion of the chamber allows the upwardly conveyed and now conditioned grain to spill out and back into the tank. Patent No. 3,581,407 issued to Howard R. Ward, R.R. 2, Windsor, Mo., 65360 and Kenneth A. Wirtz, R.R. 1, Garden City, Mo. 64747.

Slide rule for scuba diver. A slide rule for scuba divers enabling them to calculate how long they can stay under water at a given depth. The time-depth computer, which is circular and about four inches in diameter, can be hung by a lanyard around a diver's neck for underwater use and will retain marks made with a grease pencil. The instrument coordinates the variables of air-tank pressure, depth of submergence, breathing rate and time. Patent No. 3,578,241 issued to Philip J. Wombough and Charles E. Tallerino, 3717 Yosemite, Pacific Beach, Calif.

Throw-away beverage bottle. A low cost, large capacity, lightweight plastic bottle, especially suitable for carbonated beverages. The plastic bottle has burst-resistant construction in which an upright wall and a concave-convex bottom wall may have the thinnest practicable wall section; and a combination label and a bottle-supporting skirt is affixed to the lower end portion of the bottle. Patent No. 3,578,194 issued to Richard T. Cornelius, Minneapolis, Minn. and assigned to the Cornelius Company, Anoka, Minn.

Brake control system. A fluidics control system for a vehicle brake system in which the normal operator-controlled braking effort is modulated in response to a condition of incipient or actual wheel lock to limit the braking effort to a level just below that which will cause the wheels to lock. A fluidics system detects the incipient or actual wheel lock and generates a signal which reduces the braking effort at the slipping wheel or wheels to the desired level. Patent No. 3,576,351 issued to David Collins, Clawson, Mich., and assigned to North American Rockwell Corporation, Pittsburgh, Pa.

Chip converter. An apparatus for chipping an upright standing tree, from the top to the bottom, formed of a hollow body having a bottom central aperture through which the top of a tree is to be inserted, a free-ended shaft mounted centrally within this body for rotation about a vertical axis in general alignment with the axis of the tree to be chipped. A set of planetary rotary cutters are mounted at one end on the free end of the shaft at an angle so as to be rotated by the shaft about the shaft axis. Patent No. 3,576,203 issued to Rene Cote, 201, de 1 Eglise Street, Donnacona, Quebec, Canada.

Shrimp-peeler. An apparatus for peeling cooked shrimp including a cooker belt conveyor having shrimp spread crosswise. Distributor chutes divide shrimp from the conveyor into a number of separate parallel streams. An air chute and air blower for each stream orient the shrimp to travel with their heads trailing down the air chute. A shaker table to maintain such orientation of shrimp position during travel and to space the shrimp so they travel in sequence one after the other. Patent No. 3,576,047 issued to John C. Willis, Juneau, Alaska, and assigned to Alaska Peelers, Inc., Seattle, Wash.

Laying pipeline in deep water. A system of laying pipeline in deep water from a floating barge which has a verticle passage. A bearing means supports an elongated frame or rack above the passage and provides for pivotal movement in any direction. The elongated frame supports movable pipe gripping means, and pipe joint making means are supported on an endless belt for continuous operation. The proper restraint applied to the pipe, as the barge moves through the water, automatically provides proper catenary for the pipeline that is being laid. The pivotal system compensates for the roll of the ship as well as the pitch without having additional stress applied to the pipe. Patent No. 3,581,506 issued to George C. Howard, Tulsa.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

July 12-16—Washington, D.C.—56th National Conference on Weights and Measures. Shoreham Hotel.

July 20—Memphis—Technological Forecasting Seminar, College of Business Building, Memphis State University, 9:30 a.m.

June 28, 1971

International Commerce

- U.S. exhibitors score at Paris Air Show
- Venezuelans, Nicaraguans in trade talks
- Nine U.S. enterprises get export awards
- Peru's economy now in upturn
- Liberia enjoys 'Year of Investor'
- Paraguay entering slowdown phase

Latin Markets Show Promise To U.S. Missions

Newsmemo

U.S. firms can more than hold their own against the world in speed of service and delivery, Europeans have told Phil Shepherd of Anaheim, California's, "E" Award-winning valve-maker, Circle Seal. "It was refreshing to learn," he reports after a visit with European reps, "that because of our industrial capability and our well-planned inventory, supplemented by low costs of air cargo, we are able to compete successfully against other countries and we are able to deliver our products to our representatives more rapidly than they can procure them from European sources."

Shepherd, a member of the Southern California Regional Export Expansion Council, wants to pass along to U.S. businessmen the European comments about relative shipping times from California and from nearby countries, and the importance of quick communication: "In many cases where they place orders with other countries they have to wait weeks or months for shipment and all too frequently without any word from the manufacturer as to when shipment can be expected. In the case of shipments from us, they expect shipments within hours or days and are always notified (by overnight teletype) if there will be any delay."

It pays to examine the many Foreign Trade Opportunities that appear in each issue of this magazine. An Arkansas firm recently received its first export order by way of one of these sales leads. It was a $5,600 request for hickory axe handles from a major Australian hand tool maker; four more orders like it are expected to follow within the year. Commerce's Memphis Field Office directed attention in Arkansas to this lead--a reminder to all U.S. potential exporters to let the Field Office near them know what products they offer for sale overseas.

Figures on U.S. exports, imports and production are available in the U.S. Tariff Commission's series entitled "Summaries of Tariff and Trade Information." The Commission has just completed the last of six volumes in the textile fibers and products field (Schedule 3 of the tariff schedules), and the last of five in the nonmetallic minerals and products sector (Schedule 5). The reports may be studied, among other places, at the various Commerce Field Offices.

Businessmen checked one of Commerce's export services against another when they traveled in South America recently. When a Commerce-led trade mission departed for Brazil and Argentina, part of their homework was to digest Commerce's IMIS studies 70-208 and 70-216 on the market for Electronic Data processing equipment in those two countries. After being on the scene, the trade mission members judged the reports to be substantially on target.

International Trade Winds

COMPUTERS—Sperry Rand Corporation's Univac Division has contracted to sell a $4 million UNIVAC 1110 computer system to Kinki Nippon Railway Co., Ltd., Japan's largest private railroad. The 1110, Sperry Rand's latest and most powerful computer, will supplement three existing UNIVAC 418-II systems used by Kinki Nippon for real-time, automatic reservation systems covering express trains, tourist buses and hotels. Scheduled for delivery in May of next year, the 1110 system will be installed in Kinki Nippon's head office in Osaka, which is the hub of an information network consisting of 60 teletype terminals located in major railroad stations, hotels and travel agency offices.

AIRCRAFT—Boeing has signed a joint venture agreement with the Aeritalia Co. of Naples to design and manufacture a short take-off and landing (STOL) jet aircraft. Aeritalia, organized in 1969, is owned jointly by FIAT and Finmeccanica, one of the holding companies under the government-controlled Institute for Industrial Reconstruction. Aeritalia for over a year has sought to negotiate such a joint venture with major U.S. aircraft manufacturers. Under the agreement Boeing and Aeritalia will jointly design and build a low noise level commercial STOL jet capable of carrying 100 to 150 passengers. Present plans call for full-scale production in 1974 or 1975, with first deliveries about four years later.

TIRES—International B.F. Goodrich Co., Akron, has contracted to furnish engineering and technical assistance in the engineering, design, construction and start-up of a new tire manufacturing facility in Brazil. Cia Pneus Tropical, which becomes Goodrich's eighth associate manufacturing company, will construct a plant in Feira de Santana, Bahia, in northeastern Brazil. Construction is to start within six months, with completion scheduled for late 1972 or early 1973. The plant, which will employ 400 people when in full production, will produce passenger, truck, bus and off-the-road tires.

Brazil, Argentina Offer Markets For EDP Equipment And Services

U.S. suppliers of electronic data processing equipment and services can find business prospects in both Argentina and Brazil, but the Brazilian market offers the stronger potential and more immediate business.

Although in both countries there is a tendency to retain traditional supplier patterns, there is also a desire to encourage competition—especially in software. The United States generally is considered the leader in computer technology. Brazilian and Argentinian technicians also say that English is the language of the "computer universe." Most of them read one of the top U.S. data-processing magazines. Such factors are seen as advantageous for U.S. exporters.

These opinions are among others expressed by members of an electronic data processing trade mission that returned earlier this month from a two-week visit in Rio de Janeiro, Sao Paulo, Porto Alegre, and Buenos Aires.

Sales anticipated

Orders amounting to more than a half million dollars were pending credit arrangements as the mission ended, according to the Commerce Department's Richard Eisenmann who headed the group. Although three of the members did not attempt estimates, the others anticipated that orders over the next 12 months would bring results to almost $4 million, Eisenmann reports.

Eight firms' decision-making executives—mostly engineers with marketing responsibility—comprised the mission. Their specialties included information storage and retrieval, software brokerage service, data input devices, mini and midi computers and peripherals, remote use typewriter and cathode-ray-tube terminals, programmed and semi-automatic document and mail sorting machines.

All of the firms were new to the markets. Between recruitment for the mission and the beginning of its activities overseas, however, one firm's parent company opened offices for marketing other products in Brazil, one firm appointed an agent in Brazil, and another hired a Brazilian to head its operations in Brazil. By the end of the mission, members were considering the appointment of four agents or distributors; one firm had decided to open offices in both countries, and four were seriously considering manufacture, partially or wholly, alone or in joint venture, in Brazil.

The mission receptions, one in each city, drew 350 executives and technicians. In addition, five of the mission members presented 25 90-minute chalk talks, attended by 298 businessmen. Two of the members showed slides, and one demonstrated his desktop computers. Groups were held to a maximum of 12. Some local businessmen attended the talks of more than one mission member.

Darwin Wile, vice president of Data Action Corp., Minneapolis, pointed out that his chalk talks served to reach most of his prospective customers, saved him time in making a minimum number of in-depth presentations of his equipment, and provided a rapid means of learning market needs through the questions he asked his groups.

A total of 142 individual appointments followed the chalk talks, and the mission members considered that at least 81 of these contacts warranted follow-up.

PHOTO ON PAGE 29—Booming Sao Paulo, Brazil, was an important stop for two specialized trade missions that returned recently from export promotion trips to Brazil and Argentina. Both missions report their findings in this issue—specialists in EDP, on this page, and in air-conditioning and refrigeration equipment on Page 32.

Markets contrasted

William Smith, of Terminal Communications, Raleigh, contrasted the Brazilian and Argentine markets for remote terminals. "Development in Argentina will be slow," he said, "because of the centralization of business and government in Buenos Aires. Brazil will surge ahead with networks because both government and business is spread, as in the United States, over a large country."

Talk of developing networks came from such diverse sectors as the universities, finance, the military, and the service bureaus. Howard Moore, of International Communications, Miami, noted that although inter-city telephone service is rapid and of high quality, the intra-city lines are deficient. But the main present difficulty in Brazil is the problem of getting dedicated lines (for special computer use). The data communications question is under intensive study.

Much of this study is taking place under the auspices of SUCESO, the strong and active computer users' association which has branches in the principal cities and its national office in Rio de Janeiro. Argentina has various computer-related societies, two of which are discussing organizing a users' association.

Both countries have competent local people interested in acting as commission agents. Programming capability is less available, and maintenance services are a problem for new entrants into the markets. Armando Cuesta, of Systems Engineering Laboratories, Ft. Lauderdale, found that a number of competent Brazilians had abandoned careers in the United States because of developing opportun-

ities at home and had returned to important positions. He called it a "brain drain reverse tide."

Two mission members believed that within a comparatively short time they would be forced by competitors to manufacture in Brazil. They may anticipate that time by starting at least partial manufacture there now.

The visit to Porto Alegre was scheduled because of that city's economic importance and the fact that it has 10 percent of the users' association membership. One mission member remarked that the visit's value lay in the university contacts and the realization that Porto Alegre offers advantages as a manufacturing location. Computer marketers are advised that Rio de Janeiro should be alloted equal time with Sao Paulo.

In addition to mission members already mentioned, the group included Joseph Becker, president of Becker & Hayes, Inc., Silver Spring, Md.; Carlos Tomaszewski, Computer Design Corp., Los Angeles; H. Eugene Vance, Universal Business Machines, Inc., Columbia, S.C.; W. Vernon Smith, Varian Data Machines, Irvine, Calif.

Air-Conditioning Equipment Sales Growth Seen In Brazil, Argentina

The market in Brazil and Argentina for air-conditioning and refrigeration equipment is expanding, and is likely to make spectacular gains if the economies of these countries continue their progress.

This is the capsule conclusion of a U.S. Government-sponsored trade mission that recently completed a two-week schedule of business appointments, plant visits, and trade conferences in Rio de Janeiro, Sao Paulo, and Buenos Aires.

The scene on the first day was indicative of those that followed: Local businessmen crowding the mission's headquarters to start their consultations. In the two countries, individual mission members conducted 225 business meetings with company officials interested in joint ventures, licensing arrangements, agencies or distributorships, and direct purchases. In addition, the mission met with the National Federation of Commerce in Rio de Janeiro, the Buenos Aires Chamber of Commerce, and the Argentina Air Conditioning and Refrigeration Association.

Outlook in Brazil

Brazil is enjoying unprecedented prosperity with a continuous expansion in gross national product. Standard indicators of economic expansion are favorable and are expected to improve. Steps are being taken to ameliorate the effects of inflation, which had haunted Brazil for many years, and local businessmen are optimistic about the future. Foreign companies have stepped up their investments. As a result, private enterprise is flourishing and strides in industrial expansion and economic activity are expected over the next several years.

Prospects in Argentina

Political and economic prospects in Argentina are somewhat uncertain. Foreign investments are encouraged, however, and possibilities for increased U.S. exports—especially products of high technological content, including refrigeration, air conditioning, and cold storage equipment—are favorable. It is important that U.S. firms without subsidiaries seek agents and distributors who are aggressive and alert to new opportunities.

Although the economic and political situation in Argentina may be uncertain, the trade mission noted a high level of business activity, according to Mission Director Joseph L. Muller of the Commerce Department's Trade Mission's Division. There is little unemployment and private enterprise is flourishing, he observed. The question, "Is the mission correct in its opinion that the air-conditioning and refrigeration industry is on the verge of a great

EDP DISCUSSIONS—*Mission member Darwin C. Wile, left, of Data Action Corp. in Minneapolis, illustrates a point at one of his chalk talks in Sao Paulo.*

market expansion?," was put to a leading executive. The answer with little hesitation was affirmative. Only some additional consumer purchasing power is needed, he said.

The group was quick to sense this potential as the pace of business interviews and plant visits quickened, Muller said. It became the members' consensus that any business approach to the market should be on a long-term basis and include preparation now for the future. From $250,000 to $300,000 in direct sales are expected as an immediate result of the mission. The potential market on a 5-year run is estimated at $8 million or more.

BRIEFING IN RIO—*Air-conditioning, refrigeration equipment mission meets with U.S. Embassy officials to discuss Brazilian markets. From left: Merle Else; Marcel Alvarez, Roy Miller, Joseph Muller, Clarence Boonstra of the Embassy, Don Heffernan, Miguel Amezaga, James Sweedyk, Commercial Counselor Morris Allen.*

Individual comments

Marcel J. Alvarez, of Schnacke Inc., Evansville, Ind., summed up the value of the mission for his firm: "The final result really surprised me. It would have been impossible, except for the mission, to interview 49 executives of the refrigeration industry in 6 working days. I am positive that our sales will increase after this person-to-person contact. Now we know their problems and they know our products." Of the market possibilities, he said: "The future for our compressors is bright. Local importers and distributors are very much interested in American-made equipment. In spite of the competition, the U.S. product enjoys a high degree of prestige."

Roy E. Miller of General Electric Co., Louisville, Ky., said: "During the mission, contact was made with 31 firms connected with selling central air conditioning. There is potential for importing equipment into both Brazil and Argentina even though duties are high, and such imports may lead to opportunities for licensing local manufactures."

Miguel F. Amezaga, consultant for CP Division, St. Regis, Chicago, in exploring the market for equipment for the dairy, ice cream, and other food industries, commented: "European firms supplying equipment similar to ours have been established in Brazil and Argentina for many years, with wholly or partially owned subsidiaries. They have foreign engineers and executives, and trained local engineers and salesmen. This makes it difficult for a newly appointed representative of a U.S. company to break into these markets. There seems to be a desire to manufacture locally (under license) any type of specialized machinery without the realization that the number of units salable, even if well made, does not warrant the investment required. The food industries, however, are progressing and there is a demand for specialized equipment and know how."

Merle S. Else of Ritchie Engineering Co., Minneapolis, reported good prospects for most of the products of the companies he represents—including charging hoses, test instruments, analyzers, and replacement parts and pumps. "One company already has a man on his way to Minneapolis to cement a good relationship for immediate business from Argentina. I am literally swamped with correspondence," he said.

James M. Sweedyk of Rudy Manufacturing Co., Dowagiac, Mich., said: "I met with men from 43 companies and made 8 plant tours. Since returning to Dowagiac, and discussing my trip and impressions with our people, we have written or cabled 12 companies in which we are interested, suggesting that a representative visit our plant and meet our officials. Two already have come."

Don Heffernan of Ryder Schools Inc., Miami, reported that "the need for our training programs was noted by all persons contacted." He rated sales possibilities in Brazil as somewhat better than in Argentina.

Avionics, Ground Equipment Makers High In Paris Sales

Exhibitors at the U.S. Pavilion of the 1971 Paris Air Show are measuring their success with these figures: sales off the floor, $7,354,000; projected further sales over the next year, $72,762,000.

These totals were assembled from the available reports of 61 of the 78 participating companies.

A breakdown by product categories shows where the action was: in airframes, six exhibitors reported $6.5 million in projected sales; in avionics, 27 exhibitors expect $31 million; engines, five project $700,000; components, 12 project $13.3 million; fasteners and fittings, five project $735,000; metals and materials, nine project $2.2 million; ground support equipment, eight project $16.1 million, and miscellaneous, six project $1.2 million.

The leaders in floor sales were ground support equipment, with $4.4 million, and avionics, $1.87 million.

The 11-day event drew 1,200,000 persons, of whom 565,000 toured the U.S. Pavilion. In the latter total were 6,100 registered trade visitors, and the reports from individual companies confirmed the lively sales atmosphere in the pavilion and its associated areas.

J. J. Pellegrini of Raytheon, reporting 12-month projections of $15 million in sales of civilian air traffic control systems, said: "The Commerce Department exhibition staff was most helpful in public relations, promotional help and useful customer leads."

A. L. Kolom of Stresskin concluded that the exhibition was "an ideal place" for a component maker. He said "The Paris Air Show provides the ideal focal point for meeting top management of European aerospace companies and simultaneously presenting product capabilities." His company, along with Tool Research, Inc., was showing aerospace honeycombed structural materials, and projected $1 million in 12-month sales.

AT PARIS AIR SHOW—*Among distinguished visitors to the 29th Paris International Air Show held from May 26 to June 7 were, from left, President Georges Pompidou of France, U.S. Ambassador to France Arthur K. Watson, and Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business.*

PPG Industries and Swedlow, Inc., both showing airplane canopies and windshields, submitted a combined report noting $400,000 in floor sales and projecting $1 million more over the next year.

ITT Aerospace-Optical, showing for the first time in Europe its new bright radar tower control system with an optical scan converter, is looking for sales of $1,500,000 in the next year as a show result.

ITT Defense Communications used the show as a vehicle for exposure of its products both to European military and government buyers, and is expecting $5 million in sales over the 12 months.

Martin Marietta sold three units of its aircraft cockpit instrument testing system and reported $600,000 in business contracted during the exhibition, with $1,500,000 more expected over the next year.

Among the new-to-market firms, there were reports of successes.

Air Industries signed two agents and was negotiating with two others as the show closed. It expects $100,000 in sales in the next year. Aircraft Supplies, with one agent signed and two others still being interviewed, looks for $750,000 in sales in the year that now follows the show. Columbus Jack signed two agents, for France and Germany, and was negotiating with four others as the exhibition ended. Henry J. Green, a small firm, had signed a French distributor and was talking contract with three other agents. Its projected sales figure was $500,000.

Ordnance Parts, another new-to-market participant, had an unusual experience. As a result of a notice in an exhibition newsletter mailout prior to the show, a Dutch candidate for an agency link contacted the company's U.S. headquarters. Under a conditional agreement, the Dutch firm immediately sold $35,000 of Ordnance's products.

In all, the 15 new-to-market exhibitors appointed 14 agents during the show. A total of 71 agreements are still being negotiated.

LATIN AMERICANS VISIT COMMERCE—*Venezuelan Ministers and Nicaragua's President were here recently for commercial discussions. Venezuela's Minister Lopez is in center of photo at left; facing her, third from right, is Minister Tinoco. In picture at right are Nicaraguan Ambassador Guillermo Sevilla-Sacasa, Secretary Stans and, at right, President Somoza.*

Venezuelan Ministers Consult With Secretary Stans, U.S. Businessmen

The importance of U.S. and other foreign capital in aiding the growth of the Venezuelan economy was emphasized during consultations June 9 between Secretary of Commerce Maurice H. Stans and Venezuelan Ministers of Finance Pedro Rafael Tinoco and Development Haydee Castillo de Lopez Acosta.

Also discussed was the interdependency between Venezuela and the United States in the matter of oil supplies. Also, Secretary Stans proposed Venezuelan adoption of the U.S. color TV system, pointing out that it would permit a freer exchange of information and news within the hemisphere.

Ministers Tinoco and Lopez emphasized their government's interest in revising the 1952 trade agreement between the two countries. It was agreed that both countries should give serious attention to those actions which would result in a more effective agreement. It was further agreed to hold technical discussions in the near future on harmonization of bilateral trade and payments data.

Later, Ministers Tinoco and Lopez Acosta attended a business conference arranged by the U.S. Department of Commerce. Participating were Commerce Deputy Assistant Secretaries Harold B. Scott and Stanley Nehmer, Department of State Deputy Assistant Secretary Daniel Szabo, and Eximbank President Henry Kearns.

Businessmen attending the conference were: Lloyd Bergeson, vice president, General Dynamics Corp.; William P. Bell, vice president, Allis Chalmers Co.; Emilio G. Collado, vice president, Standard Oil Co. and associate trustee, Council of the Americas; E. M. Estes, vice president, General Motors Corp.; Ernest G. Hesse, vice president, American Cyanimid Corp.; John M. Mitchell, vice president, Aluminum Company of America; William Paden, president, Venezuelan Chamber of Commerce of the United States and vice president, Manufacturers Hanover Trust Co.; and John Pugsley, vice president, United States Steel Corp.

Nicaraguan Head In Trade Talk Here

Nicaraguan President Anastasio Somoza Debayle recently met in Washington with Commerce Secretary Stans and nine leading U.S. businessmen for a discussion of U.S./Nicaraguan trade and investment relationships.

President Somoza reviewed economic conditions in Nicaragua and expressed his country's strong desire to strengthen commercial ties with the United States. He emphasized the long range importance of the Central American Common Market to his country and all of Central America. Other important areas of mutual interest discussed were the U.S. market for Nicaraguan exports, proposed U.S. generalized preferences, and Nicaraguan participation in the technical assistance programs offered by the U.S. Department of Commerce.

The businessmen participating in the luncheon meeting were: C. Harry Burgess, vice president, Kennecott Copper Corp.; Wilford M. Farnsworth, Jr., vice president, First National City Bank; Esteban Ferrer, vice president, Council of the Americas; H. C. Gardner, Latin American advisor, Standard Oil Co.; Frank Holas, president, Booth Fisheries Division of Consolidated Food Corp.; John Martin, chairman of the board, Hercules Powder Co.; Robert Smith, president, Standard Fruit & Steamship Co.; John L. Wheeler, vice president, Sears Roebuck & Co.; and W. Cooper Willits, vice president, Pennwalt Corp.

EXCELLON EXCELLENCE—*U.S. Rep. Glenn M. Anderson, second from left, congratulates Excellon Industries, Inc., at ceremony at company office in Torrance, Calif. Others, from left, are Joseph Smith, firm president; Kenneth Miller, Torrance mayor, and Lee Collins, chairman, Southern California Regional Export Expansion Council. Also in California, Harold B. Scott, Deputy Assistant Secretary of Commerce, right, assists Meridian Enterprise employees at Los Angeles, in right photo. Executives, from left: Jack L. Davies, vice president; Charles H. Nevil, president; Irene Nevil, senior vice president.*

MISSISSIPPI WORLD TRADER — *Deputy Assistant Secretary of Commerce Lawrence Fox, center, presents "E" to Ben Pierce, left, president, Tyrone Hydraulics, Corinth, Miss. Bradford H. Rice, director, Commerce Memphis Field Office, is at right.*

ACHESON COLLOIDS—*U.S. Sen. Robert P. Griffin, right, presents "E" certificate to Howard A. Acheson, Jr., vice president of Acheson Colloids Co.*

North, South, East, West, Midwest — 9 Firms Win 'Es'

Eight manufacturers and a Los Angeles export management firm are flying new "E" and "E" Star award flags after receiving the Presidential citations for achievements in international trade.

Acheson Colloids Co. of Port Huron, Mich., received an "E" award for expansion of its export markets. The manufacturer of solid dry film lubricants has established representation or major distributorships in Mexico, Venezuela, Brazil, Argentina, Japan and Australia. It also markets its products in Europe.

Since 1967 Tyrone Hydraulics, Inc., of Corinth, Miss., has increased its export sales 16-fold. The manufacturer of hydraulic pumps and motors was presented its "E" at a recent World Trade Week seminar in Memphis, sponsored by the Memphis Area Chamber of Commerce.

In 1970 Didde-Glaser's sales in foreign markets were 41.8 percent of total corporate sales, a figure exceeding the industry average. The Emporia, Kansas, manufacturer of graphic arts equipment received an "E" Star for "ingenuity in aggressive and creative marketing programs and techniques."

Today, Didde-Glaser has subsidiaries in Mexico, West Germany, and Australia, and dealers in 29 countries sell its printing presses and collators.

Increasing its share of total U.S. exports of book-binding machines from 11 percent in 1962 to 20 percent in 1969 won an "E" Star for General Binding Corp. of Northbrook, Ill. The manufacturer of business machines received its first "E" award in 1964. It has established manufacturing subsidiaries in Australia, Italy, West Germany, Japan and Canada. Sales to those markets include finished products and parts or materials for manufacture and assembly abroad.

Other recipients of "E" Star awards were Meridian Enterprises Inc., of Los Angeles, an export management firm and Eastman

"E" FOR EASTMAN, ERIE—*Eastman Kodak Co. displays its "E" Star award at left. Shown, from left, are Ronald Neufeld, New York State Department of Commerce; Dwight Vandervate, chairman, Western New York Regional Export Expansion Council; Dr. Louis K. Eilers, Eastman board chairman; Marinus van Gessel, deputy director, Bureau of International Commerce; Robert F. Magee, director, Commerce Buffalo Field Office. At right, representatives of Erie Manufacturing Co. Milwaukee, admire firm's new "E" flag: from left, George Madden, manager of marketing; L. H. Alfery, vice president; Harold Bratt, Bureau of International Commerce.*

"E" FOR 3M—*Holding Presidential award to Research, Inc., a division of 3M Co., are, from left, Eugene F. Kindler, chairman, Upper Midwest Regional Export Expansion Council and vice president, administration, International Division of 3M; Carl A. Gerstacker, chairman, National Export Expansion Council; A. E. Abramson, president, Research, Inc., Minneapolis; Henry Kearns, Export-Import Bank head; and Glenn A. Matson, director, Commerce's Minneapolis Field Office.*

KANSAS' STAR — *Didde-Glaser executives admire award for aggressive overseas marketing. From left are Harry Higgins, vice president and international marketing division manager; George Payne, director, Commerce's Kansas City Field Office, who made the presentation; and Carl Didde, firm president.*

Kodak Co. of Rochester, N. Y., a manufacturer of film products and photographic equipment.

For exports of its heating, air conditioning and water conditioning valves, Erie Manufacturing Co. of Milwaukee was presented an "E" award, as were Research, Inc., of Minneapolis, a manufacturer of electronic control and radiant heating equipment for industrial application, and Excellon Industries of Torrance, Calif., a manufacturer of drilling machinery and related equipment for the electronics industry.

SENATOR AND EXPORT STARS—*U.S. Sen. Charles Percy of Illinois raises the "E" Star flag of General Binding Corp. as company officials watch. From left are John M. Kuhn Sr., vice president; Warren Rothwell, president; William Lane, chairman.*

Antipollution, Environmental Test Equipment, Lasers Are Show Subjects

Japan's rapid economic development and the accompanying heavy concentrations of population and industry have created a very serious air and water pollution problem. The Japanese Government recently passed antipollution measures and set up an agency to enforce them. Consequently, the demand for equipment to fight pollution is rising rapidly and is expected to reach $924 million through 1975. To date, an estimated 90 percent of Japan's environmental control equipment is from the U.S.

The U.S. Trade Center in Tokyo has scheduled an exhibit of U.S. air, water, and solid waste pollution control equipment for Dec. 6-11. Items with best sales prospects include: automatic water analysis systems, water quality monitoring systems, automatic dust and sulfur dioxide measuring equipment, infra-red spectrophotometers, electrostatic precipitators, vapor recovery equipment, and automatic furnaces.

Call Randy Miller, 202 967-3363, at the U.S. Department of Commerce in Washington, or contact any of the Commerce Department Field Offices.

Environmental test equipment

More and more British manufacturers are recognizing the value and the necessity of environmental testing. Increasingly sophisticated specifications are requiring more advanced test equipment, some of which is not available from British manufacturers. Extensive interviews with industry spokesmen have disclosed a viable market which is increasingly oriented to U.S. equipment, with more than 100 items now in demand.

American suppliers can explore this market by mounting exhibits at a Dec. 6-10 showing of environmental test equipment at the U.S. Trade Center in London.

Call Gus Duda at 202 967-4461 or any Commerce Department Field Office for full details.

Electro-optics/lasers

Germany is Europe's largest single market for electro-optics and laser equipment. The 1970 German market for this equipment was valued at $70 million; for 1971 and 72, the market is projected registering annual growth rates of 40-50 percent.

An exhibition of this equipment will be mounted at the U.S. Trade Center in Frankfurt, Nov. 8-12, to provide American firms an opportunity to expand their sales in this lucrative market.

Equipment categories for this show are: laser systems and components, photomeasurement instruments, ultraviolet equipment, infrared equipment, fiber optics and photoelectrical control equipment.

Call George A. Kemp, 202-967-3088, Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

DESIGNER II—*Computervision Corp., one of 52 firms represented in the Frankfurt showing of production equipment for the electronics industry, displayed its Designer II to German customers.*

Equipment Overflows Center At Frankfurt Last Month

In addition to the exhibition hall at the U.S. Trade Center in Frankfurt, a conference room, an adjacent window display area, and an outdoor area behind the Center were needed to accommodate all the displays at the May 10-14 showing of production equipment for the electronics industry.

Products of 52 American firms were displayed in the booths of 41 exhibitors who are projecting total first year sales of almost $8.5 million. Six agency agreements were concluded at the event, including three by companies which were entering the German market.

Anticipating more than $1.5 million in orders over the coming year, Computervision Corp., Burlington, Mass., was one of the show's sales leaders. The concern displayed automatic wiring analyzers and automatic quick access fixtures.

U.S. Exhibition, Seminar Set For Bangkok In Fall

A plant engineering and maintenance equipment exhibition and technical seminar will be held this fall at the Southeast Asia U.S. Regional Trade Development Center, Bangkok, aimed at boosting U.S. exports of such equipment to Thailand and other Southeast Asian markets.

The exhibition, Sept. 20-24, will be comprised of displays entered by local agents of U.S. firms and exhibits shipped by new-to-market U.S. companies interested in business in these developing markets. The seminar is being formed to augment the exhibition.

After four days of presentations and business consultations at the Bangkok Center, members will travel to Kuala Lumpur and Singapore, concluding their activities on Oct. 4. Herbert F. Lund, president of Leadership Plus, Inc., Stamford, Conn., will chair the seminar. Formerly a plant engineer, a plant superintendent, and a general manager, Lund recently has been editor of *Factory Magazine.*

Firms invited

Firms interested in displaying equipment at the exhibition may communicate with Tom Padgett, Developing Countries Trade Promotion Division, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230; phone, 202-967-4727. For information on the seminar, write Edward Wason at the same address, or phone 202-967-2005.

This will be the seventh technical seminar organized by Commerce for service in Southeast Asia since the fall of 1968. Widely publicized throughout the area, each earlier event has been attended by some 300 leading business, government, and university officials from several countries.

COMPRESSORS IN CARACAS—*Vilter Manufacturing Corp., Milwaukee, showed an ammonia and freon compressor to buyers in Venezuela.*

Agency Seekers Busy At Caracas

Sixteen U.S. firms seeking agents found good prospects at a show of food-processing and packaging equipment last month in Caracas, Venezuela. Five representation agreements were signed during the exhibition, and talks with 45 other candidates were still in progress as the exhibition closed.

A total of 44 firms participated in the Commerce-sponsored solo promotion, which also included dairy equipment.

The exhibitors are projecting sales of more than $4.25 million in the next year. Floor orders totaled about $500,000.

About 3,500 business visitors attended the May 17-23 event.

Ottawa Center Will Show Office Equipment From U.S.

U.S. suppliers of office machines and equipment are offered an opportunity, through a demonstration center in Ottawa, to show their products to potential users among Canadian Government officials.

At the Canadian Government Office Equipment Demonstration Center, now in its fourth year, specified categories of such items are displayed. Shows are scheduled well in advance, with an average lead time of six months. About 17 demonstrations are held annually—each spread over two to four days and drawing about 140 invited government officials. From five to seven companies are represented at each.

Foreign manufacturers that are not represented in Canada are welcome to request that a particular product or system be considered for inclusion in the schedule. Representation in Canada is essential; however, a firm will be considered for a show if it is actively seeking representation. The manufacturer must be able to assure a reliable supply of his product and a service facility in Canada. New equipment or systems have the greatest interest for the center.

For more information on participation, or to send descriptive material such as catalogs and brochures to the center's library, **write:** Robert J. Davidson, manager, Canadian Government Office Equipment Demonstration Center, 1304 Wellington Street, Ottawa, Ontario, K1Y 3B2.

Peru's Economy, Import Market Show Definite Signs Of Upturn

During the second half of 1970 the Peruvian economy showed definite signs of an economic upturn, reports David Post, Commercial Officer at the U.S. Embassy in Lima. Peru's GNP growth rate for the year, in real terms, was probably in excess of 5 percent.

The existence of a happy combination of both high prices and high output in Peru's major export industries (fishmeal and fish oil, copper, sugar, coffee, etc.) produced both record earnings for the export sector and a solid buildup of foreign exchange reserves. The reserves were further augmented when Peruvian citizens, under a Government decree of May 1970, were required to convert all of their dollar holdings (held in Peru or abroad) to local currency. By yearend 1970 foreign exchange holdings stood at $448 million, more than $300 million greater than yearend 1969. The monetary expansion and liquidity which these reserves produced, coupled with such things as improved fiscal measures, favorable crop conditions, a growth in industrial production, an accelerated government construction program and strict control of imports brought about at the end of the year a marked degree of fiscal stability plus a growth in effective demand and a generally improved economic picture.

As 1971 gets underway most of these forces are still having a favorable effect although there are weak points in the structure which tend to cloud the outlook forecast. Unemployment remains high, although it declined somewhat during the latter half of 1970. Private investment (both domestic and foreign) is still sluggish and has not responded to the government's calls to move into new ventures.

Copper prices, moreover, softened during the latter part of 1970 and unless there is a quick recovery will hurt export earnings in 1971. On the other hand, output and prices for traditional exports have remained high and should provide a good inflow of exchange earnings, as well as employment and income.

Although the large flow of repatriated earnings to Peru, which served to bolster foreign exchange reserves in 1970, will not be repeated, the tight controls on exchange outflows will be maintained and Peru's foreign exchange reserves should remain strong.

Finally, the Government promises to press ahead with large scale infrastructure projects in various fields and some spending on these will take place this year.

In sum, enough strength factors should be operating in the economy in 1971 to justify a conclusion that trading conditions will be reasonably favorable (they would be excellent if private investment were more buoyant) and that sales opportunities in the public sector will be quite promising for those able to provide credit on reasonable payment and interest terms.

U.S. has advantages

U.S. firms wishing to export to Peru have certain built in advantages over their competitors. The United States is, first of all, the dominant trading partner, supplying Peru with just over 30 percent of its imports. Trading relations as a result have become well established and there are excellent distributors in Lima accustomed to dealing with U.S. firms and U.S. products.

Additionally, shipping services and delivery terms are usually better than those provided by competitors, there is a large U.S. business community in Peru and an active American Chamber of Commerce, and U.S. investment in mining, fishing and manufacturing is greater than that of any other foreign country. Above all, U.S. products have an excellent reputation for design and quality and are readily accepted by Peruvians. For all these reasons, and others, U.S. firms should continue to do well in the Peruvian market.

Exporters should realize, however, that there are definite restrictions to marketing foreign-made products in Peru. Some 450 tariff items, for example, are prohibited from being imported. These are mostly items which are manufactured in Peru, e.g. such things as canned foods, automobiles and trucks, household appliances, radios, TV's, etc. and luxury items such as jewelry and furs. Some luxury items, although not prohibited, have had high tariffs placed on them and their sale is limited.

Good competitive position

Hence the market in Peru is for capital goods, high technology goods, semi-manufactured or processed items, and raw materials. In these areas the United States has historically been able to compete and as Peru moves more and more toward industrialization the U.S. competitive position will improve.

Peru's imports, in spite of the severe import restrictions, grew by about 3 percent in value rising from $601.3 million in 1969 to $618.8 million in 1970. Imports from the United States, in the same period, did even better, rising about 7 percent in value from $185.9 million in 1969 to $198.9 million in 1970. In that period the U.S. percentage share of the market rose from 30.9 percent to 32.4 percent. The U.S. performance was a welcome change from the record of previous years when the U.S. share dropped steadily, going from 36.7 percent in 1967 to 33.8 per-

cent in 1968 and to 31 percent in 1969.

Peru's domestic industry is already broadly based and well protected. Moreover, the Government has declared further industrialization to be one of its major goals. Industrial sales, however, depend largely on new investment and reinvestment by private firms. Just how soon there will be an upsurge in private investment in Peru is difficult to predict.

Forces at work

There are several forces at work which will stimulate purchases of machinery and raw materials in the near future. One of these is the current high rate of utilization of capacity of many Peruvian manufacturers. Owing to the unusual liquidity in the banking system, demand for all types of consumer goods increased markedly, especially in the latter half of 1970. Peruvian industry, which had been operating at a 55 percent capacity rate for many months, was able to absorb the increased demand and meet it without any marked inflationary effect. Industrial production, as evidenced by the performance of the industrial electric power index, registered an increase, on an annual basis, of about 8 percent.

Another generative force at work concerns the motor vehicle industry. U.S. suppliers of motor vehicle parts machinery should be able to obtain new business.

Because of the prohibitions on imports of most non-essential goods the demand for such products is being met (to the extent possible) by local manufacturers. These firms, however, have been reluctant to invest heavily in research and development, and the new plant and equipment necessary to develop a product from scratch. On the other hand they appear, increasingly, to be willing to enter into licensing agreements with foreign firms whereby, for a modest investment, the technology, plant layout and marketing systems needed can be acquired. In many cases a licensed product can be produced with only modest additions or changes to an existing plant set-up. This trend will probably continue until such time as local industrialists gain the confidence needed to strike out and develop their own product lines. A word of caution is necessary here, however. The Peruvian Government is trying to coordinate its policy on licensing and royalty agreements with that of the Andean Pact. Hence, delays in the approval of licensing and royalty agreements can be anticipated until the policies of the Pact and Peru are in accord.

PERU HOPES FOR INVESTMENT SURGE—*Further industrialization is a major government goal. Here, bricks are stacked at Lima's Refractarios Peruanos S.A. plant.*

Best year ever

Peru's fishing industry is one of its leading industries and has just come off of virtually its best year ever. U.S. manufacturers of high capacity machinery for this industry should find good sales opportunities in coming years.

Peru's mining industry for some time to come will be a major purchaser of mining equipment and a large assortment of other products including smelting equipment.

Finally, we should not overlook the stimulus which the coming into being of the Andean Pact will have on Peruvian industry in the coming years. Although the Pact has only just been signed, it is already stimulating much discussion in Peruvian industrial circles. No doubt the expansion planning of many local industrialists will be based on supplying an enlarged five-nation market rather than the single Peruvian market. As the opportunities present themselves, Peruvian manufacturers should be more willing to make the purchases of equipment they will need to take advantage of them.

Foreign companies can expect to be asked to provide medium to long-term credits at favorable interest rates for any projects in which they participate. Foreign competitors are well aware of this and Japanese, German, Belgian, British and other European firms as well as the USSR and organizations representing Eastern European nations have already sent missions to Peru to discuss financial assistance for chosen programs. Even so, the scope for involvement is large and U.S. firms prepared to submit financial assistance programs along with their price and technical assistance offers could find profitable opportunities in Peru in the next few years.

'Year Of The Investor' Brings More U.S. Businessmen To Liberia

For American and foreign businessmen in Liberia, 1970 was unquestionably the Year of the Investor, reports Larry V. Luther, Commercial Attache at the U.S. Embassy in Monrovia.

Nineteen-seventy and early 1971 showed an acceleration of the implementation of varied and numerous capital ventures, each adding to Liberia's rapid approach to semi-industrialized status. Excluding the several hundreds of millions of dollars invested in the minerals extraction industry, there are now reportedly 40 major and minor foreign-owned industries operating in Liberia with a total combined investment of about one-half billion dollars.

The presence of these industries in contemporary Liberia can be directly attributed to President Tubman's "Open Door" policy and the investment incentive program therein. Liberia offers an open and basically free economy; a stable government; an unrestricted monetary system using the U.S. dollar; a free port; low tariff walls and the liberal use of duty free privileges for concessionary investments; and, of equal importance, a genuine welcome to U.S. and other foreign businessmen.

Among several prominent American ventures announced or proposed in 1970 were a Firestone tire factory, a new timber concession signed by Vancouver Plywood and a concession signed by Seaboard Allied Mills to construct a flour mill through the efforts of Mid-America International Development Association (MIDA), a group of bankers interested in promoting American investment in Africa. Other ventures planned or nearing completion include a palm kernel processing plant, a confectionary factory, a paper conversion plant, luggage factory, foam rubber plant and expansion of a steel fabrication plant. An aluminum fabrication plant under construction may use significant quantities of U.S. aluminum.

In the minerals extraction area, three of the four iron ore mining companies poured additional capital into their operations in 1970-71. National Iron Ore Company received loans amounting to over $5.3 million to finance a move into its "Mano Two" phase, effectively expanding the life of its Mano River exploitation by another 12 years or more; a significant portion was financed by the U.S. Export-Import Bank. The German-based Bong Mining Co. completed installation of its $45 million pelletizing plant, also partially financed by Eximbank, in early 1971. A third ore extractor, Republic Steel-backed Liberia Mining Co. has announced a substantial speed-up in exploration and testing work.

In addition to activities by established interests, the Wologosi range in Liberia continues to be the object of intensive exploration by a largely American firm, Liberian Iron and Steel Company.

Intensive exploration

Liberia's off-shore areas have become the object of intensive exploration by three American petroleum companies (Chevron, Union Carbide, and Frontier). Drillings are in progress and initial readings are reportedly optimistic although the existence of exploitable deposits has not been confirmed.

Two totally new investment areas appeared to be opening in 1970 and early 1971, the tourist industry and low-cost housing.

Although U.S. interests were unusually active in Liberia during 1970 and can now boast a total investment of nearly $500 million, they were rivaled by a strong competitive thrust from German entrepreneurs in both capital inflow and commercial operations. Under the umbrella of a German-Liberian double taxation agreement signed in November 1970 and the offer of German financial assistance for a variety of development projects, German businessmen expanded their operations into several areas of industrial activity. Of particular interest, two German firms reportedly won the first two bids of a $10.5 million IBRD-financed Mt. Coffee hydroelectric expansion project.

Related to the inflow of new German and other foreign capital was a discernible outward movement towards regional operations by established interests in Liberia.

A hitherto faltering drive by the Liberian Government toward regionalism was rejuvenated in 1970-71. Following an earlier agreement between Liberia and Sierra Leone to construct a 200-mile road link between the two countries (assuming international financing can be arranged), they signed a comprehensive agreement in March 1971 for joint economic development in the general areas of trade, transport, agriculture, education and technical training. Due to Liberia's strong interest in creating regional markets for locally produced products, it is thought likely that similar agreements will be negotiated with other West African countries.

Liberia opened a road in December 1970 linking Harper City with Tabou in the Ivory Coast. The two countries also continued their joint feasibility study of a hydro-electric power facility on the Cavalla River, bordering both countries.

Hand-and-glove with economic/commercial developments within the country, the Government of Liberia has intensified its efforts to develop a viable basic infrastructure. Foremost among the projects undertaken during 1970-71 was the $10.5 million expansion of Mt. Coffee hydroelectric facilities. Bidding on this IBRD-financed program was just completed for the major sections, and it is anticipated

that initial work will begin within the next few months. U.S. AID supported the expansion of Roberts International Airport, construction of the John F. Kennedy Memorial Hospital, and a major sewerage system project.

Other significant infrastructural developments underway in 1970-71 included an expansion of the Free Port facilities in Monrovia, several upcountry road projects, establishment of a telecommunications station in Bomi territory, and installation of a modern water supply system (German-financed) for six county capitals. Also under negotiation has been multi-national financing for an expansion of Port Harper, designed to support the development of Harper City as a secondary industrial area.

The growth of imports gathered momentum in 1970 in response to the continued expansion in economic activity and to a substantial increase in bank credit directed to foreign trade transactions. Preliminary 1970 figures show total imports amounting to $143.5 million, 23.8 percent higher than in 1969. Domestic exports were valued at $208.1 million, 8.4 percent above the prior year, giving a positive trade balance of $64.6 million for the year. Preliminary indications for 1971 indicate that trade figures will remain at a substantially high level and may show increases in certain key sectors.

During 1969, for the first time, total Liberian imports from Europe exceeded those from the United States. Nevertheless, the United States maintained its traditional position as the most important single trading partner of Liberia. Total trade between the two countries reached a level of $92.9 million in 1969 compared with $87.3 million in 1968. Liberian exports to the United States increased more than 23 percent to $54.2 million in 1969, while the level of its imports from the United States decreased by nearly 11 percent to $38.7 million, reflecting in part a decline in U.S. foreign aid.

LIBERIA'S BIGGEST PROJECT—*The foremost government project currently under way is the $10.5 million expansion of Mt. Coffee hydroelectric facilities, above.*

Detailed 1970 Liberian import figures are not yet available. Indications are at this time that the United States may regain a portion of its lost market share in 1970 and, if not then, in 1971. Largely spurred on by aggressive U.S. Eximbank activity Liberian buyers placed large equipment orders in 1970 and 1971 which should produce a marked change in import figures. In a move away from their traditional European suppliers, certain local companies are also known to be looking for reliable U.S. sourcing.

In line with the accelerated push into the investment market, Germany has now become Liberia's second most important trading partner. Close on the heels of Germany, Japan has moved quietly into Liberia's foreign trade picture and has now become the third most important supplier.

Without detailed 1970 trade statistics upon which to base a prediction for 1971-72, and with several potentially significant capital ventures still in the "Go"—"No-Go" stage, it is difficult to define accurately the developing Liberian market over the next two years. Nevertheless, there are certain discernible trends and probabilities that point towards a more open and rapidly developing economy and, within that, an expanded market for U.S. capital, equipment and supplies.

Sales opportunities within the present economy are basically structured and are being met by existing agencies and lines already in the market. Prospects for continuing sales in the following established product categories would appear particularly favorable: telecommunications equipment; electrical transmission equipment and supplies; heavy mining and transport equipment (large off-the-road vehicles); drilling equipment; select port and harbor equipment; construction supplies and equipment; and electric appliances including consumer and industrial air conditioning equipment. Not directly related to investment prospects, medium-to-low priced summer weight clothing, especially wash-and-wear items, should also continue to be highly saleable.

Substantial sales possibilities will also arise from new and expanded investments.

Competition for most market opportunities will undoubtedly be severe and, except in product areas where the United States has a clear dominance in both price and technology, West European and Japanese suppliers will be strong competitors. The origin of investment capital does not necessarily guarantee that procurement will be from the same source. It would therefore behoove American suppliers to shave profit margins and move into a fully competitive stance in order to maintain their share of the small but lucrative Liberian market.

To obtain the full report, DIB 71-07-059, write Department of Commerce, CID/924, Washington, D.C. 20230.

Paraguay Shows Signs Of Slowdown After Increased Activity Last Year

The increased economic activity that characterized Paraguay in 1970 may have peaked out and possibly reversed itself, reports the U.S. Embassy in Asuncion.

Higher world market prices for Paraguayan exports, plus continued foreign exchange earnings from tourism and cash flows from foreign assistance, resulted in trade and balance of payments surpluses for the first time in five years. The permanence of the trend, however, will depend on the success of the Government and private sector efforts to strengthen the country's exports and balance of payments. The Government has studied a number of proposals designed to accomplish this, but to date few of the proposals have been implemented.

Reserves declined

Preliminary Central Bank data show that reserves declined significantly during February for the first time in fourteen months, a decline which continued through March. Imports are exceeding exports at an increasing rate. In fact, preliminary first quarter 1971 data indicates that exports were $10.5 million while imports were $17.4 million, and the Central Bank has tentatively forecast exports for 1971 at $60 to $62 million, as compared with exports in 1970 of $64.1 million. At the present rate, however, exports would total less than $60 million and imports would substantially exceed this figure.

The national wheat program, which initially required large equipment inputs, has moved for the moment into the intensive stage, which presumably will require increasingly larger fertilizer and pesticide inputs. With the exception of silos and other types of grain drying and storage equipment, it is anticipated that the large scale equipment purchases which characterized 1969 will not repeat themselves for the foreseeable future.

On the other hand, legislation providing for the gradual restriction of log exports has made the finished wood products industry very attractive.

Sugar production has increased and the country has begun producing surpluses in anticipation of being granted a U.S. sugar quota when present U.S. legislation expires at the end of this year. Since it was impossible to export large quantities of tung oil because of low river levels during 1970, it is expected that over 15,000 metric tons of tung will be exported this year. Many other crops, however, particularly cotton and tobacco, which were at bumper levels last year, were severely damaged by rains during the early months of 1971.

Although as a result of political uncertainty in neighboring countries, tourism did not increase as dramatically as it did during 1968 and 1969, extensive hotel and motel construction continues. There will be investment opportunities in this field as well as other tourist-related activity.

The Government-owned cement plant, which has been in operation for almost two years, has increased its capacity. Most of the plant's output is supplying the extensive construction going on in Asunción and an increasing export market in neighboring Argentina and Brazil. The presently untapped market for cement-related products and technology, e.g., cement blocks and pipes and ferro-cement structures, will offer increasing promise. Low-cost rebuilt U.S. equipment for bottling, canning, and packaging should find buyers. The popularity of U.S. men's and ladies' clothing and outerwear of all types suggests the possibility of good opportunities for U.S. investors and manufacturers.

Primarily because of cyclical increases in world market prices, 1970 saw an upturn in the value of exports. Tourism provided approximately $14.2 million in foreign exchange and, although the increase was not as spectacular as in previous years, these earnings, along with cash flows from external loan packages, eased pressure on international reserves until quite recently. Reserves should be adequate over the next two years, even if the 1970 trade and balance of payments surpluses evaporate in keeping with the present trend for 1971.

Possible fiscal squeeze

Government revenues have not risen as much as originally anticipated, even though expenditures have increased at a steady rate. This suggests the possibility of a fiscal squeeze with several negative implications, the most important of which would be a further restriction of the government's already limited ability to provide counterpart funding for foreign assistance loans and grants. The key factor remains the government's success in taking advantage of the time it was given by the improved situation in 1970 to strengthen the country's exports, to improve the balance of payments, and to institute extensive fiscal reform.

The Government is presently placing high priority on infrastructure development and there are a number of projects in various planning stages. The principal public investment project contemplated in infrastructure involves the paving of the Trans-Chaco Road from Asunción to Filadelphia and the construction of a bridge over the Paraguay River to link this road with Argentina. The

design and consulting engineers have been selected and international tenders for the construction itself are expected late in 1971 or early 1972. Public tenders in connection with a $6 million World Bank road maintenance loan will continue to be issued over the next few months. ANDE, the autonomous state electricity company, will begin a program of rural electrification during the second semester of 1971 and construction of another dam and generator in eastern Paraguay will begin in 1972.

Other projects

Other projects in the very early planning and negotiating stages include a possible $8 million World Bank loan for road design, construction, and improvement for late 1972, a $10 million interior airport construction project for 1973, a $6 million airport terminal building at Pte. Stroessner International Airport for 1974, and the completion of a large scale environmental sanitation program in Asunción.

Although it has been given minor consideration in the government's investment program, agriculture nevertheless still remains the country's most important activity. No minerals, petroleum, or metal ores have been found in commercial quantities. With the major exception of textiles, meat packing, edible oil processing, wire and cement plants, and an oil refinery, there is little industry in Paraguay.

The country's principal agricultural investment project is the national wheat program. In the past four years domestic wheat production has increased from 7,000, to 35,000 metric tons at the end of the 1970 season, though questions have been raised concerning the wisdom of making an investment of scarce resources in subtropical wheat cultivation. The program has nevertheless achieved some tangible benefits, primarily in providing some degree of wheat import substitution; but, more importantly in the long run, it has introduced the concept of mechanized agriculture in the cultivation of other crops more suited to Paraguay's ecology.

During the past year it has become increasingly evident that the National Development Bank, which is the principal channel for foreign assistance, including assistance to the agricultural sector, has encountered a number of formidable problems. The Bank has reacted by limiting new loans for planting and harvesting equipment purchases, and it is generally believed that this trend will continue during 1971 and beyond. On the other hand, increased wheat production has created a dearth of silos and grain drying and handling equipment, and it is probable that there will be some capital available for this and for a variety of agricultural equipment.

Canned meat is still Paraguay's most important export commodity, although this traditional export has been a poor performer since 1965. A partial offset has been the appearance of several new meat processors whose entire output has been chilled and frozen meat destined for a growing European market. Primarily because of increasing international demand and the relatively modest capital necessary to process chilled and frozen meat, this trend is expected to continue. Some authorities believe that these products will soon replace canned meat as the country's biggest export earner.

The new interest in chilled and frozen meat has created a need for cold storage and freezer warehousing and transportation facilities. Similarly, new investment in modern poultry production has created increasing requirements for egg storage facilities and for cold storage and freezer warehousing. Gradually stiffening restrictions on log exports and recent foreign interest in finished hardwood products from Paraguay, and the willingness of local and foreign investors to make sizeable investments in plant and equipment suggest that the finished wood industry will grow in importance during the next few years.

For the time being Paraguay should be able to service moderately increasing levels of external debt without recourse to devaluation or to further restrictive monetary and fiscal measures. If the fiscal situation can be improved and a complete overhauling of the tax and fiscal structure carried out, the country should be able to absorb higher levels of needed foreign assistance and to utilize foreign loans at a faster rate. In fact, however, an overhaul of the tax and fiscal structure seems unlikely this year or next. On the basis of preliminary first quarter data it appears that Paraguay will end the year with a trade deficit and with a very modest balance of payments surplus at best, or possibly even a small payments deficit.

U.S. still dominant

The United States maintained its market dominance during 1970 even though U.S. imports in absolute terms declined by 19.9 percent, primarily as a result of declining imports of U.S. cigarettes. U.S. products, especially machinery and motors, are exceptionally popular, although they now encounter formidable competition from European and Japanese products which are offered under more favorable conditions.

Industries of interest to potential U.S. investors in Paraguay include the following: agricultural production; agricultural services, hunting and trapping; food and kindred products; lumber and wood products; furniture and fixtures; paper and allied products; stone, clay, glass, and concrete products; machinery, except electrical; electrical machinery, equipment, and supplies; transportation equipment; water transportation; and hotels, rooming houses, camps, and other lodging places.

British Bid For Entry Into EEC Moves Ahead

British and EEC negotiators, meeting on June 21 and 22, made substantial progress in settling the few remaining issues affecting British membership in the European Communities. The door to the EEC, which had been shut to Britain in 1963 and 1967, both times by the French Government, is now open.

The next question is whether the British House of Commons will approve the results of the negotiations. The decisive vote is expected this autumn. If the answer is yes, Britain may be expected to join the Common Market in January 1973, an event of historic importance.

Until six weeks ago, the negotiations, which opened on June 30, 1970, made little progress in settling the key issues. By February three of these had emerged: Britain's contribution to the financing of the EEC's $3 billion plus budget, especially during the transition period; an arrangement for the continued importation by Britain of sugar from the Commonwealth countries; and an accommodation for New Zealand exports of dairy products to the U.K.

Sequence of talks

Moreover, in March the French negotiators introduced the question of the future role of sterling as a reserve currency and of British and, eventually, Community responsibilities to holders of sterling. Later, Britain raised the issue of its problems with the Community fisheries policy.

At the May 11-12 negotiations considerable progress was made in narrowing differences regarding Britain's financial contribution and safeguards for Commonwealth sugar producers. Britain's negotiator Geoffrey Rippon termed this session a "breakthrough." On May 20-21 French President Pompidou and Prime Minister Heath met in Paris. After eleven hours of talks, they reached "complete accord on the principal aims," in the words of the French President.

In early June Britain and the sugar-producing Commonwealth countries in the Caribbean and Africa agreed to accept the Community's offer. Also the potentially thorny issue of sterling was apparently resolved when the EEC representatives raised no objections to a loose British pledge to reduce sterling balances in an orderly way, with modalities to be worked out later.

The June 21-22 negotiations settled the remaining questions regarding Britain's contributions to the Community budget, New Zealand dairy products and the need for some safeguards in the application of the common fishery policy. With all major differences ironed out, the Six are now prepared to welcome Britain into the Community.

With the exception of the sterling question, the major issues were agricultural or related thereto. Since practically all of the substantive portion of the Community's budget is devoted to financing the Common Agricultural Policy, the vexing issue of Britain's share of the budget is at least partly agricultural. This emphasis on agriculture reflects the importance of the Common Agricultural Policy and French insistence on its preservation. Moreover, the lack of a Community industrial policy meant that there was no basis for concrete negotiations in this area. It was understood at the outset of the negotiations that Britain would adopt the Common External Tariff (CXT) of the EEC.

Leaving aside admittedly important political considerations, the economic attraction for the U.K. is that of free access to the large dynamic EEC market. As expressed in a British White Paper of February 1970: "The creation of such an enlarged and integrated European market would provide in effect a much larger and a much faster growing 'home market' for British industry. It would provide the stimuli of much greater opportunities—and competition—than exist at present or would otherwise exist in future. There would be substantial advantages for British industry from membership of this new enlarged Common Market, stemming primarily from the opportunities for greater economies of scale, increased specialization, a sharper competitive climate and faster growth."

One disadvantage of membership will be the rise in food prices, which the White Paper placed at from 18 percent to 26 percent, resulting in a 4-5 percent increase in the cost of living. Recently the British Government announced that it was undertaking a new study of the effects of entry on food prices that was likely to show a "markedly better picture."

Implications for U.S.

Assuming that Denmark, Norway and Ireland also join the EEC, its population would rise from 187 million to 255 million, larger than that of the U.S., though the combined GNP would be only two-thirds as large.

Will this larger entity be more cohesive or less cohesive than the Six? Will it make faster progress toward economic and monetary union? Will it pursue liberal or restrictive trade and investment policies? Will it stress partnership or rivalry in its Atlantic relationship? The answers to such questions can determine how the United States will ultimately be affected. It would be rash to formulate definitive answers at this time.

The main area where there are

more knowns than unknowns is that of tariff changes for industrial products. After these changes are gradually made, U.K. trade with its EEC partners will be duty free. U.S. exports to the new applicants will then be charged the same tariffs as those to the Six. Generally speaking, our exports to Britain will face a lower tariff wall as a result, since the average EEC tariff on dutiable industrial goods (weighted by trade) is about 8% compared to about 10% for the United Kingdom. British duties on machinery and most chemicals exceed those of the EEC. The timetable for these changes, assuming that the applicants enter on January 1, 1973, is as follows:

Date	(1)	(2)
Apr. 1, 1973	20%	—
Jan. 1, 1974	20%	40%
Jan. 1, 1975	20%	20%
Jan. 1, 1976	20%	20%
Jan. 1, 1977	20%	20%
	100%	100%

(1) Percentage reduction of tariffs between the Six and the new members.

(2) Percentage alignment to the CXT by the new members.

Another fairly clear area is that of the status of the Commonwealth countries. Commonwealth preferences for Canada and the other developed countries will be phased out. This means that U.S. exports will be competing on equal terms with Commonwealth goods in the British market and with British goods in these Commonwealth markets. The situation with regard to less developed Commonwealth countries is less certain. The 12 African Commonwealth nations will have a choice of various special arrangements. Meanwhile, neither the Community nor the U.K. will change its tariff treatment of imports from these countries.

Britain will become a party to the special tariff arrangements with the present EEC associate members and those resulting from the EEC's preferential trade agreements with Spain and Israel. EEC enlargement also raises the question of the trade situation of those European Free Trade Association countries not seeking membership —Austria, Finland, Iceland, Portugal, Sweden and Switzerland. These countries have conducted exploratory talks with the EEC.

U.S.-owned subsidiaries and affiliates in the enlarged EEC enjoy national treatment and stand to benefit from the business opportunities that are inherent in the larger market just as firms owned by nationals of EEC countries will. U.S. investment in the EEC has increased five-fold since formation.

The U.S. Government welcomes British membership in the EEC. President Nixon affirmed this policy in his State of the World message to Congress in February, in these words: "Our full support for the European Community continues, but its policies—including those related to the expansion of its membership, which we also support—must take full account of our legitimate economic interests."

Tone Of Urgency Highlights Japan-U.S.-Business Talks

An unprecedented tone of urgency in resolving Japan-U.S.-economic problems was reported at the eighth Japan-U.S.-Businessmen's Conference, held in Washington June 16-18.

The Japanese delegation was led by Kogoro Uemura, President of the Keidanren (Japan Federation of Economic Organizations); Archie K. Davis, President of the Chamber of Commerce headed the U.S. group.

The two delegations discussed fundamental and current issues affecting the bilateral and multilateral economic relations of Japan and the United States, including the U.S. and Japan economic outlooks, the contrasting economic systems of the two countries, Japan-U.S. trade and investment barriers, and socio-economic aspirations of developing countries.

New Report Shows French Investment Attitude Moderates

A recent study of American investments in France published by the General Secretariat of the French Government has stirred considerable interest in presenting a moderate view of a previously emotion-charged subject.

The report acknowledges that American investments have resulted in both "benefits" (capital inflow, stimulation of exports) and "costs" (tendency for subsidiaries to import from the foreign parent company, repatriation of profits) to the French balance of payments.

The study notes movements toward a more liberal view of U.S. investments by the French, and toward a more "nuanced" view by France's Common Market partners. It reiterates the fear that the foreign firm in France and its parent abroad may not be sufficiently sensitive to local problems and may lose sight of the interests of France in pursuing the interests of the corporation. The concentration of U.S. investments in advanced-technology industries may limit the control which France can exercise over such key sectors.

However, the report points out that U.S. investment has brought France new production technology, management concepts, and higher wages and access to higher-paying skills. The increased competition resulting from U.S. investments spurs French industry to effect needed structural changes. U.S. firms have also contributed to the success of the regional development program. The study urges a common European code for third-country investors.

An analysis of the study, prepared by the U.S. Embassy in Paris, is available free through any Commerce Field Office or CID/924, Department of Commerce, Washington, D.C. 20230; ask for report DIB-71-05-120.

Eximbank Enlists Outside Help For U.S. Exporters

This is another in a series of periodic reports on developments in the international investment and finance fields, and actions affecting international business operations, as noted by the Bureau of International Commerce's Office of International Investment.

An innovative method of getting foreign banks to seek out and help finance customers for U.S. exports has become one of the fastest growing programs of the Export-Import Bank of the United States. Overseas branches, subsidiaries and correspondents of U.S. banks also are eligible to participate.

Known as the cooperative financing facility (CFF), it was inaugurated in June 1970. By May of this year 43 CFF arrangements had been set up with 37 non-U.S. banks, which are now lending to buyers of U.S. goods and services in partnership with Eximbank.

Exports under this program have included computers, construction and oil drilling equipment to France; trucks, a power station, oil refinery equipment and engineering services to Israel; a bottling plant to Honduras; road construction machinery to Brazil; and small aircraft to Mexico and Ecuador.

U.S. banks participating in the program—some among the nation's largest—do so on behalf of their overseas branches, affiliates and correspondents. Foreign banks that are taking part include two regional Latin American banks and others in Israel, Venezuela, Australia, Pakistan, Iran, Ecuador, France, Brazil, Japan, Taiwan, Mexico, The Netherlands, Honduras, Malaysia, Singapore, the United Kingdom and Switzerland.

Under a CFF arrangement, Eximbank will make available to a non-U.S. bank a lump sum line of credit in multiples of $1 million for a specified period of time, usually 15 months. This money is available to cover 50 percent of the financing of exports of U.S. goods and services to purchasers in the country where the bank is located after a cash payment of 10 percent of the contract price. The other 50 percent is provided by the non-U.S. bank.

It is intended that the cooperating bank will pass the money along to small and medium-sized firms which lack easy access to more conventional financing, thus broadening the market for U.S. exports. To further encourage this type of business, Eximbank makes special arrangements on transactions below $500,000.

Under that limit the cooperating bank may obtain Eximbank's quick approval for a transaction (usually within 24 hours) by telephone or telex. Larger CFF deals, which must be approved by Eximbank's Board of Directors, take only a few days, in recognition that a quick answer on credit terms often is vital to meet sharp competition.

The Cooperating Institution (CI) makes the decision regarding the creditworthiness of the purchaser in all transactions. There is no commitment fee involved until each individual transaction has been approved by Eximbank, then the fee is ½ of 1 percent on the undisbursed balance of each approved transaction beginning 30 days after final Eximbank approval. Eximbank's present interest rate is 6 percent. The CI may charge the purchaser 8½ percent interest on Eximbank's money, to cover handling and risk and to allow for a profit, and the CI negotiates the interest rate on its own money with the purchaser.

Eximbank will guarantee the CI's part of the loan against the risks of inconvertibility, and in case the CI finds it necessary to turn to financial institutions in a "third" country in order to obtain money for its part of a transaction, Eximbank will guarantee repayment of the borrowing.

Upon request, Eximbank will allocate a portion of the line of credit for loans which the CI may make at its own discretion, without prior Eximbank approval, up to a total of $200,000 per transaction, or $500,000 per purchaser.

Export Expansion Facility

According to figures recently released by the Eximbank, $752 million of U.S. exports had been financed under its Export Expansion Facility (EEF) through March 31. These exports, covering a variety of U.S. equipment and services, have gone to approximately eighty-five countries in all parts of the world. Based on a 100 percent charge for direct credits and a 25 percent charge for guarantees and insurance, $280 million of the $500 million facility had been committed by March 31.

The $500 million EEF was authorized by Congress in July 1968 to provide American business with export financing support for transactions in which Eximbank's traditional criterion of "reasonable assurance of repayment" could not be met but where long-term national and commercial interests would benefit. Its use is guided by a Commerce, State, Treasury and Eximbank interagency committee.

Arbitration Shows Gains In Americas

There have been recent indications that arbitration is increasingly becoming an acceptable means for settling commercial disputes in the Americas. Particularly significant signs have been the reactivation of the Inter-American Commercial Arbitration Commis-

sion (IACAC) and the new interest being shown by several Hemisphere nations in the U.N. Convention on the Recognitio and Enforcement of Foreign Arbitral Awards.

In 1967 the IACAC began a reorganization which has involved the adoption of a new constitution, geographical decentralization, and the rebuilding of its National Committees. This effort has resulted in the recruitment to the IACAC of many eminent Latin American jurists and in a general increase in respect for the organization. In fact, the IACAC recently offered to arbitrate commercial disputes arising out of the 1969 conflict between Honduras and El Salvador. Since the two countries on April 23 signed a declaration of intent to end the political differences between them, the chances are believed to be good that the problem of resolving commercial claims will now be addressed. The IACAC hopes to play an important role in the arbitration of such disputes.

Trend to accession

Possibly an even more important indication of the rising status of arbitration in the Hemisphere is the recent trend toward accession to the U.N. Arbitration Convention. Four countries in the Americas (Ecuador, Trinidad and Tobago, the United States, and Mexico) have now acceded to the Convention and have thereby agreed to enforce arbitration agreements and awards falling under its provisions. Several other Hemisphere nations, among them Jamaica, which is one of the few American nations to have ratified the World Bank convention on the settlement of investment disputes, and Argentina, which is said to be seriously considering accession, are reviewing the merits of joining such a Convention.

As the facilities for arbitrating commercial disputes are improved by the IACAC and others and the legal climate for the enforcement of arbitral agreements and awards is buttressed by accessions to the U.N. Arbitration Convention, the technique of arbitration will become an increasingly valuable one for use in commercial dealings throughout the Americas.

Investments For Asia And Africa Approved

The Private Investment Company for Asia (PICA) has announced its approval of six new investments totalling more than $8 million. PICA is a multinational enterprise founded in 1969 to stimulate economic development in Asia by private enterprise.

The new investments brought to $30 million the amount PICA has invested in developing Asian countries since it began operations in 1969. They will benefit cable, steel tube, and glass container manufacturing in Indonesia; chemicals and shipping in the Philippines; and a textile project in Taiwan. PICA's policy is to take a minority role in each project it assists, so the total cost of the 6 projects amounts to approximately $30.5 million.

The SIFIDA Investment Company S.A.—an enterprise similar to PICA which operates in Africa —has been the recipient of a $500,000 investment by the International Finance Corporation (IFC), a member of the World Bank Group. SIFIDA was formed in 1970 to facilitate the flow of private investment capital and know-how to the independent and developing African countries. In making its investment, IFC joined the African Development Bank and 111 other institutions from Australia, Canada, various European countries, Japan, and the U.S.

Generally, SIFIDA's investments are made in private enterprises. Its major role is as a source of equity and medium- and long-term capital, but it is also a promoter of new enterprises. SIFIDA seeks out new investment opportunities, brings together the required partners, and participates in negotiations on terms.

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IN THE SPECIAL

WORLD TRADE OUTLOOK

of July 12, 1971

Mainland China Trade Text Given

The text of the White House June 10 announcement liberalizing U.S.-Mainland China regulations is as follows:

"The President announced today the first broad steps in the termination of U.S. controls on a large list of non-strategic U.S. exports to the People's Republic of China. In the future, a range of U.S. products listed on the attached sheet may be freely sold to China under open general export licenses without the need to obtain Department of Commerce permission for each specific transaction.

"The items to be released from trade controls have been recommended by the National Security Council Under Secretaries' Committee chaired by the Department of State. They include: most farm, fish and forestry products; tobacco; fertilizers; coal; selected chemicals; rubber; textiles; certain metals; agricultural, industrial and office equipment; household appliances; electrical apparatus in general industrial or commercial use; certain electronic and communications equipment; certain automotive equipment and consumer goods.

"The President has also decided to terminate the need to obtain Department of Commerce permission for the export of wheat, flour and other grains, to China, Eastern Europe and the Soviet Union, suspending the 50% U.S. shipping requirement for these items.

"Items not on the open general license list may be considered for specific licensing consistent with the requirements of U.S. national security. The Department of Commerce and other agencies will continue to review our export controls.

"The President has also decided to permit all imports to enter from China under a general license, while retaining standby authority for future controls if necessary. Imports from the People's Republic of China will be subject to the tariff rates generally applicable to goods from most Communist countries. They will also be subject to the normal conditions governing our imports from all sources such as cotton textile controls and anti-dumping and countervailing duty legislation."

Appended to the White House announcement was a summarized general license list of products exportable to the People's Republic of China. The full list is available in Commerce Department's Export Control Bulletin No. 46, sold for 40 cents at each Commerce Field Office or from Sales and Distribution Branch, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

The June 14 issue of *Commerce Today* contained an article detailing procedures used in trading with Mainland China. An article reviewing the extent and makeup of Free World-Mainland China trade during the 1960s was published in the May 3 issue, which also contained a list, with addresses, of the China foreign trade corporations.

Metals Firm Gets $37,000 Export Fine

Miles Metal Corporation of New York, a large exporter of metal scrap, has been fined $37,000 for exportations of copper in 1969 and 1970, in violation of copper short supply regulations then in effect.

The fine was imposed in administrative proceedings and is the maximum of $1000 on each of 37 violations. This is the largest fine imposed since 1965 under the export control laws.

From November 1965 until September 1970 the Department of Commerce curbed copper exports so that sufficient supplies would be available for national defense and civilian needs. The restrictions were eased when supplies increased.

According to the Department's Bureau of International Commerce (BIC), while the restrictions were in effect, Miles Metal, one of the leading primary and scrap metal dealers in the country, engaged both in domestic and export trade, was authorized to export limited amounts of copper. In the period from January 1969 through August 1970 under 37 export licenses, the firm exported more than double the amount of copper authorized.

Foreign Aid Bill Introduced In House As Interim Measure

Rep. Thomas E. Morgan, Chairman of the House Committee on Foreign Affairs, has introduced a new foreign aid bill to take the place of the two draft bills proposed by President Nixon April 21 (see May 3 *Commerce Today*, page 54). The new bill authorizes appropriations to finance the operation of the U.S. foreign assistance program for one year; it is intended as an interim measure to allow the Committee more time to study the proposals for extensive reorganization of the program contained in the legislation submitted by the President.

Congressman Morgan noted that his Committee intends to resume consideration of the President's recommendations as soon as action on his new measure is completed.

Uruguay Surcharge Raised

The Government of Uruguay has increased its surcharge tax on imports registered after Apr. 15 by an average of 15 percentage points. The increases do not apply to goods imported under LAFTA concessions, nor to authorized capital goods. The surcharge rate of 5 percent has not been changed, however, and the 15 percent surcharge was only increased by ten percentage points, to 25 percent, and is applicable only to specified items as varied as automotive vehicles and giftware. Further information may be obtained from BIC/886, U.S. Department of Commerce, Washington, D.C. 20230.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about licensing and joint venture proposals, opportunitien to sell to foreign firms and goverement agencieh, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

Licensing, Investment Abroad

SPAIN: The Government announced in December 1970 the establishment of a **new industrial development park** in the city of Cordoba in South Central Spain. The announcement spells out fiscal and other incentives to be granted Spanish and/or foreign investors. These benefits are generally identical to those issued in the past for other industrial parks and include, among others, 1) preferential treatment in the obtention of low interest Government credits; (2) forced expropriation of land required for the plants; and (3) a 95% reduction in a variety of licensing, transfer and income taxes as well as import duties on plant equipment. The new Cordoba park will be open to a broad range of industries. Interested American firms should write: Sr. Gerente del Polo de Desarrollo Industrial, Gobierno Civil, Cordoba, Spain.

2621—ARGENTINA — The Government of Argentina has recently announced a call for international bidding to **construct and operate a proposed newsprint plant.** The specifications call for one or more plants using a short-fiber mechanical or semi-chemical process. The plant(s) is slated to become operative in 36 months with an initial annual production of 220,000 tons to be increased to 340,000 tons in two years. Fifty one percent Argentine ownership is stipulated. Total direct Government of Argentina participation will be up to 25% of the total investment, through the National Development Bank. Argentine machinery, equipment, labor and technology will be employed wherever possible in the construction and operation of the plant(s). Duty free importation may be arranged for items not produced locally. Certain sliding tax scale exemptions and other advantages will be available for ten years. Feasibility studies have been conducted which reportedly show that the internal market far exceeds the scheduled output of the plant(s) and that the available local wood supply is sufficient and of proper quality. Secretaria de Estado de Industria y Comercio Interior, Avda J. A. Roca 651, Sector 27, Buenos Aires, Argentina. P-71305

3471, 3519 — SWITZERLAND — International manufacturing, sales and service group seeks licenses for **producing diesel engine components** in newly established plant with modern machinery. Also interested in new processes for surface treatment, metal plating and coating. Nova Kolbenring, AG, P.O. Box, 8307 Effretikon, Switzerland, Attention: Mr. Gressler. WTD. P-71276

3079— FRANCE — Established medium-sized manufacturer of miscellaneous molded plastic products for industrial use seeks licenses to manufacture **plastic molded products requiring elaborate technology and cautious assembling.** Firm particularly interested in parts for automotive, heating, air conditioning, home appliance, gardening, yachting, camping and other leisure industries. Mr. J. Millet, President and General Manager, Ets. Bailly-Comte S. A., 36 rue du Sergent Michel-Berthet, 69-Lyon 9, France. WTD. P-71278

2400, 2511—IVORY COAST — Recently formed corporation claiming access to 10-year timber supply seeks joint venture for establishing **sawmill and wood products facility.** Estimates initial annual output of 70 million FBM to be doubled within five years. Plans to export 90% of production. Requires capital investment in excess of $1 million and technical assistance in exchange for equity and management control. SIERA (Scierie et Ebenisterie de l'Ira), B. P. 30016, Abidjan, Ivory Coast. P-71279

3644—GERMANY—Firm seeks licensing agreement to manufacture **suspension insulators and pin or post insulators.** Company presently manufactures the above items in porcelain. Employs 130 and claims roughly 25% of the German insulator market. Mr. Gunter Nitsch, Manager, Market Development, German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y. 10019. P-71300

6312—IVORY COAST—Ivoirian Government is interested in establishing a **life insurance company.** Although the Government would retain majority interest, opportunities exist for foreign collaboration in both investment and management assistance. Size of investment required, extent of equity to be granted foreign investors and other details are subject to negotiation. Mr. Victor Mobioh, Director of Insurance, Ministry of Economics and Finance, Abidjan, Ivory Coast. P-71302

7011—YUGOSLAVIA—Substantial construction consortium seeks joint-venture partners for construction and operation of three major **tourist projects on the Adriatic coast.** Potential investors are offered the most favorable investment circumstances under Yugoslavian legislation for entering into joint ventures. Equity holding by foreign partners permissible to 49% and "50-50" management contracts possible. Details on the three projects include: (1) Location — Zaton, 3,000 beds, $18 million total cost; approval for land acquisition obtained; preliminary planning well underway. (2) Location—Paklenica, 5,000 beds, $45 million total cost; sea and skiing facilities; initial design studies underway; land rights assured. (3) Location—Ciovo Island; a marina complex featuring 2,000 beds and 400 yacht berths; preliminary design completed and cost will probably be in the $10-15 million range. Parties seriously interested in projects and seeking assistance, contact the Office of International Investment, Bureau of International Commerce (878), Washington, D.C. 20230. For additional information contact: Vladimir Sambolec, Director of Department, INGRA, Zagreb, Yugoslavia. Telephone Zagreb 515-355 or telex 21-239 P. O. Box 277. P-71307 P-71307

2032—PHILIPPINES—Large agribusiness firm seeks licensing arrangements with U.S. **baby food manufacturers.** Firm is constructing a baby foods manufacturing plant to have a capacity of 754 metric tons (equivalent to six million bottles) a year of various baby foods. A seven million bottle plant and baby food manufacturing equipment will be imported either from Australia or the United States. Mr. Jose Concepcion, Jr., Republic Flour Mills Compound, Pioneer St., Pasig, Rizal, Philippines (P.O. Box 1881), Manila, Philippines. WTD. P-71308

3674—INDIA—Division of major industrial conglomerate with annual turnover in excess of $200 million seeks U.S. technical participation, including supply of machinery, to manufacture such electronic items as **silicon high frequency transistors; light emitting diodes; zener diodes; silicon diodes and rectifiers; overlay transistors; field effect transistors; digital and linear integrated circuits; hybrid circuits; and medium scale integration (MSI), large scale integration (LSI) and MOS devices.** The division plans to incorporate a new company to manufacture these components and has selected a site for a new plant in Himachel Pradesh. Products currently being manufactured at its Hyderabad plant by the division include diesel engines, hermetically sealed compressors, relays, water coolers and electric motors. Mr. A. K. Sethi, Projects Manager, Shriram Refrigeration Industries Limited (SRI), 8E Rani Jhansi Road, New Delhi, 55 India. WTD. P-71301

2899—FRANCE—Experienced forestry and wood treatment company also pro-

ducing pure grade of dolomite seeks licensing rights and other arrangements involving **anti-pollution processes using dolomite**. Etablissement Gaillard, Attn: Mr. Kneppert, 53, avenue Jean Moulin, 34-Beziers, France. WTD. P-71277

2099—AUSTRALIA—Major producer of wide variety of food products seeks licenses to manufacture **prepared foods and food specialties**. Company is one of the largest firms in the food industry in Australia, employing over 4,000 people. Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71281

3079 — SWITZERLAND — Established manufacturer of fiberglass products for switchgear tubing and converter of plastic films and laminates for the packaging industry seeks licenses for new **plastic films, sheets, rods, tubes and shapes**, semifinished and finished, for industrial and packaging use; **industrial plastic products and flexible boards for printed circuits; electrical insulation products and novel packaging materials and components**. Commercial department distributes broad line of industrial and office materials and plastics department serves as distribution agent for plastic products for Swiss industry as well as manufacturing and distributing cable splicing kits. Each department has sales force serving industrial end-users and retailers. Mr. Peter Dreifuss, Managing Director, Cellpack AG, 5610 Wohlen, Switzerland. WTD. P-71282

3831—GERMANY—Firm manufacturing **optical measuring and testing equipment** seeks licenses for similar products. Dr. Heinrich Schneider, Optotechnische Fabrik, 655 Bad Kreuznach, Schwabenheimer Weg 24 (P.O. Box 984), Germany. WTD. P-71283

3360 — COLOMBIA — Firm seeks U.S. partner in **non-ferrous metal plant**. Company's main products are **tin solder** in wires with acid and resin, **babbit metals** in all alloys and **ingots** of white and other non-ferrous metals. Established in 1941 and maintaining foundry and machinery department, chemical laboratory and warehousing facilities. Firm also represents several foreign exporters of metals and seeks to represent U.S. metal suppliers preferably with New York offices. Company would perform sales in Colombia on a commission basis. Sr. Julio Straus Strauss, Presidente, Metalurgicas Juval Ltda., Carrera 31, No. 12-26, Apartado Aero 4923, Bogota, Colombia. P-71291

5411—JAMAICA — Supermarket chain seeks U.S. firm to provide management and assistance and **management training for personnel** under contract. Firm averages $5 million per annum as importer and wholesaler of food products, household goods and hardware. Company also operates a self-service haberdashery. Mr. John R. Wong, Managing Director, John R. Wong, Ltd., 105 Barry St., Kingston, Jamaica. WTD. P-71292

3644—JAMAICA—Technical representative seeks equipment and processes for manufacture of **electrogalvanized conduit pipes**. Machinery required to handle 250 tons per month of 10′ steel pipe with 1¼″ maximum diameter. Interested parties requested to provide technical brochures and indicate plant locations where machinery is in operation to Mr. H. H. Kohlscheen, Arnold Otto Meyer (Jamaica) Ltd., The Village Shopping Center, 24 Constant Spring Rd., Kingston 10, Jamaica. WTD. P-71293

3589, 8911—SWITZERLAND—Medium-sized engineering firm specializing in power control and sewage purification equipment seeks licensing and other collaborative arrangements in **project engineering** for shopping centers, turnkey community and industrial incineration systems, sewage and water treatment plants. Company facilities include well-equipped plant, office and engineering facilities as well as warehouse. Mr. Charles Valterio, Sales Manager, Les Creusets SA, Ateliers de Constructions Electro-Mecaniques, Rue Oscar Bider, 1951 Sion, Switzerland. WTD. P-71294

2200, 2800 — FRANCE — Fifth largest manufacturer of paints and wall covering seeks U.S. licenses to produce **up-to-date cotton and synthetic fabrics for interior wall coating; exterior and interior oil and water based paints and construction plastic products**. Firm was established in 1868, reports an annual turnover of $21.8 million; employs 600 persons. Mr. Pierre Rack, Peintures Gauthier, 13 rue des Gardinoux, 93 Aubervilliers, France. WTD. P-71274

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230, telephone Area Code 202-967-2248, referring to the appropriate FILE NUMBER assigned each opportunity listed below.

3079 — SWITZERLAND — One of the largest European producers of a great variety of **plastic items** offers manufacturing licenses for a large number of their products. They are prepared to provide technical assistance to licensees. Their manufacturing processes include extrusion, injection moulding, blow moulding, pressed or made from foam. The company has had considerable experience in the planning of plastic working plants as well as in the application of advanced machinery and equipment. **File 2055**

3296—ENGLAND—A company wishes a licensing arrangement with a U.S. company for **producing a stone-faced, fiberglass reinforced cladding panel** for the building industry. The material is used for infilling and cladding applications on different types of buildings ranging from low-rise private dwellings, warehouses, and office blocks to factories and schools. **File 2056**

3542—FRANCE—A firm **manufacturing presses** and a variety of other products seeks an American company with which a cross-licensing agreement and an exchange of patents could be made. The company makes products used in a number of industries, including: foodstuff manufacturing (sterilizers and fish cannery engineering), chemical industry (reactors, high performance furnaces, special exchangers, mixers), heavy metal construction (barges, platforms, special port equipment), nuclear industry (reactor operating equipment, isotopic generators, spectrometers, bubble chambers, vacuum chambers). **File 2057**

3567 — SWITZERLAND — A company offers manufacturing licenses for a line of **newly-developed heaters for the production of hot water in large quantities**. The product is specifically designed for application in hospitals, schools, large swimming pools and buildings. The three basic units have capacities of 500, 1150 and 1750 gallons per hour, with a heating temperature of 194°F. The manufacturer claims the equipment is corrosion proof and is the only heater known today which is self-cleaning regardless of hardness of water. **File 2058**

3573—FRANCE—A French firm wishes to sell the license for producing their equipment in the United States. Their product is an **EDP center station that collects and enters counts, checks, searches and retrieves, automatically acquires, displays, sends and stores data**. Reportedly the station is complete and needs no additional equipment, thereby differing from traditional consoles which require a complementary bracket. All elements are claimed to be interchangeable without delay from display screen, keyboard, cassette recorders, to plug in printed circuits, thereby simplifying the product and lessening the cost. **File 2059**

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit products number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S., described under "Licensing In U.S.", write Commerce's Office of International Investment, BIC-874, or call 202-967-2248, referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01130—SENEGAL—Sorghum, red millet, corn meal. Correspondence requested in French. Ibrahima Samb, Dir. Gen. SO.CO. RI., Senegal-Peche (importer, retailer, wholesaler), 41, Ave. President Lamine Gueye, Dakar.

Fisheries

09130—KOREA—Mexican green (not red or pink) shells, diameter 6" up, clean without defects or deformities to be used in lacquerware decoration. Shinil Co., Ltd. (imp., exporter), I.P.O. Box 2418, Seoul. WTD in prep.

Meat products

20111—JAMAICA—One hundred twenty beef carcasses for delivery bi-weekly in 30 ft. trailer. Price c.i.f. Kingston. Tropical Plaza Meats Ltd., Attn: O. A. Simpson (importer, retailer), 12½ Constant Spring Rd., Kingston 10. WTD in prep.

Grain mill products

20424—SPAIN—Feeding materials and adjuncts, animal, other than complete livestock and poultry feed, and other than dog, cat food. Compañia Exportadora Levantina, S.A. (imp., dist.), Conde de Altea, 41, Valencia (5). WTD 5/71.

Broad woven fabric mills, cotton

● 22100—CEYLON—Approximately 88,000 yards of cotton canvas of various colors including green cupra-ammonium proofed, green mildew and rot-proof, khaki and olive green waterproof, and orange. Widths vary from 36 to 72 inches. Reference No. COM/TEN/71/29. Tenders must be submitted on forms available from Mr. A. F. Ludowyke, Second Secretary/Commercial, Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008. Bids must reach Chairman, Tender Board Ministry of Finance, P.O. Box 500, Colombo, Ceylon, not later than 9:30 a.m. on July 13, 1971. Copies of Tender, specifications, and sample cloth available from Office of Textiles, OT-300, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-2043).

Broad woven fabric mills, cotton

22116—SINGAPORE — Drapery fabrics; upholstery, tapestry fabrics. Vasantlal Manchharam, Man. Dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

Floor covering mills, products

22710 — SINGAPORE — Woven carpets, rugs. Vasantlal Manchharam, Man. Dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

22720 — SINGAPORE — Tufted carpets, rugs. Vasantlal Manchharam, Man. Dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

22790 — SINGAPORE — Carpets, rugs, mats. Vasantlal Manchharam, Man. Dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

Yarn, thread mills, products

22823 — BOLIVIA — Machine-knitting yarns, thrown filament including nylon, textured yarn. Industria Boliviana Textil Limitada (imp., mfr.), Jenaro Sanjinés # 579, P.O. Box 1743, La Paz. WTD 4/71.

22824 — BOLIVIA — Stretch (textured) yarns. Industria Boliviana Textil Limitada (imp., mfr.), Calle Jenaro Sanjinés # 579, P.O. Box 1743, La Paz. WTD 4/71.

22842—MEXICO—Cotton yarn (in 100 kg. bales) for manufacture of cotton yarn mops; 7 tons per mo. Industrias Gomesa, S. de R.L. c/o. Gonzalo Zambrano Páez (importer, mfr.), Juárez sur 342, San Pedro Garza García, N.L. WTD in prep.

Textile goods

22940—AFGHANISTAN — Cloth; artificial leather remnants. Santoch Singh & Bros. (importer, dist., retailer), Pashtoon Market, P.O. Box 548, Kabul. WTD 12/70.

22940 — SOUTH AFRICA — Processed waste: mixed, machined, dyed or undyed; acrylic, varying deniers, lengths dyed or undyed, not in tow or thread form; cotton, machined, dyed or undyed; wool, machined, dyed. Worcester Textiles Ltd. (mfr.), 101 Broadway Industries Center, Foreshore, Cape Town, Cape Province. WTD in prep.

22992—SINGAPORE — Household linen. Vasantlal Manchharam, Man. Dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

Men's, youths', boys' suits, coats, overcoats

23111—CANADA—Men's prestige suits of advanced design. Inov Importex Inc. (importer, dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

23112—CANADA—Men's overcoats, topcoats of advanced design. Inov Importex Inc. (importer, dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

Men's, youths', boys' furnishings, work clothing

23292—CANADA—Men's, boys' knit outerwear of advanced design. Direct purchase & agency. Inov Importex Inc. (importer, dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

Miscellaneous apparel, accessories

23860—CANADA—Leather, suede clothing of advanced design. Direct purchase & agency. Inov Importer Inc. (imp., dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

Fabricated textile products

23940—ISRAEL—Tents made of canvas for camping. Hamezayed (importer, dist., agent exclusive), 4 Shvil Hamifaal, Kiryat Hamelacha, Tel Aviv. WTD in prep.

Sawmills, planing mills

24217—JAPAN—American cedar planks for guitar tops. Kyowa Boeki Bussan Ltd. (importer, exporter), 70-6 Higashi Yoshinomachi 2-chome, Higashi-ku, Nagoya. WTD 5/71.

Furniture, fixtures

25990—EL SALVADOR—Hotel, restaurant furniture, fixtures for 150-room hotel. Mr. Arturo Ramón González, President, Servicios Integrales, S.A. (investment

firm), Apartado Postal 574, San Salvador. WTD in prep.

Paper mills

● 26200 — IRAN — The Iranian Tobacco Co. requires 100 tons of yellow paper with substance of 110 grams/m² ± 5 grams to be provided in bobbins. Copy of tender and sample of desired paper available from Forest Products, Packaging, Printing and Publishing Division, BDC, Room 5099B, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2738). Bid deadline Aug. 9.

● 26200 — IRAN — The Iranian Tobacco Co. requires 974 metric tons of kraft paper having a substance of 200 grams/m² to be provided in five different bobbin widths. Also requires 576 metric tons of semi-kraft paper with substance of 127 grams/m² to be provided in four different bobbin widths. Copy of tender and sample of desired paper available from Forest Products, Packaging, Printing and Publishing Division, Room 5099B, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2738). Bid deadline Aug. 3.

● 26200—IRAN — The Iranian Tobacco Co. requires 974 metric tons of kraft paper having a substance of 200 grams/m2 to be provided in 5 different bobbin widths. Also requires 576 metric tons of semi-kraft paper with substance of 127 grams/m2 to be provided in 4 different bobbin widths. Copy of tender and sample of desired paper available from Forest Products, Packaging, Printing & Publishing Div., Rm. 5099B, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2738). Bid deadline Aug. 31.

26210—YUGOSLAVIA—New products in stationery, writing supplies. Direct purchase & agency. PAPIR, Export-Import (importer, agent), Vlaška 40, Zagreb 41000. Attn: Slavko Kiš, Gen. Man. WTD in prep.

26218 — PAKISTAN — Wrapping paper. Requests quotations, catalogs, c. & f., Karachi. A & B Food Industries Ltd. (importer), Off. Estate Ave., S.I.T.E., P.O. Box 3616, Karachi. WTD in prep.

Paperboard mills, products

● 26300—IRAN—Iranian Tobacco Co. requires 800 tons of paperboard. Of the total, 300 tons to be duplex with substance of 400 to 425 grams/m² and thickness of 0.58 to 0.62 mm. provided in bobbins. Remaining 500 tons to have substance of 270-280 grams/m² and be provided in sheets measuring 43x62 cms. Copy of tender and sample of desired board available from Forest Products, Packaging, Printing and Publishing Division, BDC, Room 5099B, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-2738). Bid deadline Aug. 1.

Building paper, building board mills

26611 — GUATEMALA — Hardboard—plain, perforated; insulating board, 4' x 9'. Correspondence requested in Spanish. Rotulos Luminosos de Guatemala (ROLUMIGUA)—Alfredo S. Berger. (importer, mfr., retailer), 3a. Avenida 14-50, Zona 1, Guatemala City. WTD 5/71.

26611 — KENYA — Fiberboard for suitcases. Requirement approximately 700 to 800 tons per annum with following specifications, packing: thickness—1.2 mm., 1.3 mm., 1.4 mm.; finish—one or two color embossed and lacquered on one side; sheet size—cms. 120 x 190 and 120 x 220; packing—strong export wooden cases in lots of 250 kgs. Industrial Promotion Services (Kenya) Ltd. (importer, mfr.), P.O. Box 30500, Nairobi. WTD in prep.

Industrial chemicals

28150—VIETNAM—Industrial chemicals including dyestuffs, pigments, chemicals for treating and processing raw rubber, for textile dyeing, finishing. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

28199 — INDIA — Calcium carbide for manufacture of acetylene gas, 1200 tons per yr. Eastern Oxygen & Acetylene Ltd. (mfr.), 135 Canning St., Calcutta-1, West Bengal. WTD in prep.

Synthetic materials

28211—VIETNAM—Plastic raw materials including sheets, rods, tubes, granules, powders. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

28213 — ZAMBIA — Raw materials for manufacture of following items in glass fibre: ventilation pipes, safety boxes, tool boxes, guttering, ridging, down pipes, plates, mugs, miners' hats, kitchen fixtures, general containers. A.B. Hayward Ltd. (dist., mfr.), 509 ChaChaCha Rd., P.O. Box 276, Luanshya. WTD 5/71.

28232—SOUTH AFRICA — Waste fiber: viscose rayon, sorted in various deniers, lengths dyed or undyed; not in tow or thread form. Viscose rayon fiber: cotton type, first quality, 1.5 denier 32 mm. undyed. Worcester Textiles Ltd. (mfr.), 101 Broadway Industries Center, Foreshore, Cape Town, Cape Province. WTD in prep.

Drugs

28311—SPAIN—Blood and blood derivatives, for human use (in bulk). Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28312—SPAIN — Vaccines, antigens for human use (in bulk). Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28313—SPAIN—Antitoxins, toxoids, toxins for immunization, therapeutic immune serums, for human use (in bulk). Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28314—SPAIN — Diagnostic substances, other biologics, for human use (in bulk). Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28330—TAIWAN — Medicinal chemicals: especially 1-Phenyl-3-Methyl-5-Pyrazolone, and Dimethyl Sulphate. Seven Star Pharmaceutical Co., Ltd. (importer, mfr., exporter), 50-1, Tai Yuan Rd., Taipei 102. WTD in prep.

28331—SPAIN—Synthetic organic medicinal chemicals, in bulk. Direct purchase & agency. Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28332—SPAIN—Medicinal chemicals, botanical products, in bulk, n.e.c. Plasten, S.A. (importer, mfr.), Pinzón, 10, Valencia (1). WTD 1/71.

28349 — JAMAICA — Livestock medications for rendering first aid to sick animals (non anti-biotics). Price c.i.f. Kingston. Christiana Potato Growers Co-operative, Attn: John Elliot (importer, dist., retailer), P.O. Box 50, Christiana P.O. Manchester. WTD 3/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—SPAIN — Repellants, insecticides; household. Compañia Exportadora Levantina, S.A. (importer, dist.), Conde de Altea, 41, Valencia (5). WTD 5/71.

28443—KENYA — Hair spray, shampoo, sundry items suitable for self service store, supermarket. Direct purchase & agency. Ebrahim & Co. Ltd. (importer, agent, retailer), P.O. Box 897, Nairobi. WTD 4/71.

Paints, varnishes, lacquers, enamels

28517—SWITZERLAND—Varnishes, lacquers for industrial coating of tubes, cans, incl. aerosol cans preventing corrosion of metal and materials by food, chemical, other contents; varnishes, lacquers for industrial applications, quick-drying (for washing machines, refrigerators, other appliances). Requests offers from manufacturers specialized in this field and actively interested in cooperating with Swiss firm. Kolack AG; Attn: Z. E. Kozicki (mfr.), Benkenerstrasse, 8722 Kaltbrunn. WTD 3/70.

Agricultural chemicals

28790 — SPAIN — Insecticidal, fungicidal preparations; agriculture. Compañia Exportadora Levantina, S.A. (importer, dist.), Conde de Altea, 41, Valencia (5). WTD 5/71.

Chemical products

28990—GERMANY — Materials for soldering fluxes, organic resins or salt compounds with boiling point over 400 degrees centigrade, to be soluble in salt and dissolve metallic oxides. Soldering tin powder, tin 62-64%; antimony, max. 0.1%, bismuth, max. 0.1%; iron, max. 0.04%; remainder lead. Other trace materials such as copper, silver, gold, aluminum, nickel, arsenic, indium, should be below 0.005% each. Desired powder grain size under 2.5 mesh sieve. Approximate annual requirement organic resins or salt compounds 50-kilos and soldering tin powder 500 to 2,000 kilos. Wilhelm Paff (soldering manufacturer), Box 929, Wuppertal-Barmen. WTD in prep.

Petroleum refining

29117 — AFGHANISTAN — Lubricating oils for cars, heavy duty trucks. Quote prices c.i.f. Karachi insurance up to Kabul. Sāntoch Singh & Bros. (importer, dist., retailer), Pashtoon Market, P.O. Box 546, Kabul. WTD 12/70.

Leather tanning, finishing

31111 — SINGAPORE — Upholstery leather. Vasantlal Manchharam, Man. dir., Vasant Corp. (importer, dist.), 52 Bussorah St., Singapore 7. WTD 3/71.

Footwear, except rubber

31411—CANADA—Men's shoes of special design with image of innovation suitable for specialized boutique. Direct purchase & agency. Inov Importex Inc. (importer, dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

31414 — CANADA — Women's shoes of special design with image of innovation suitable for specialized boutique. Direct purchase & agency. Inov Importex Inc. (importer, dist., mfr.), 356 Wellington St., Sherbrooke, Quebec. WTD 5/71.

Handbags, other personal leather goods

31710—GERMANY—Women's handbags (high fashion), made of leather, other materials. Waltraud Adolf (mfr.), 6900 Heidelberg 1, Rohrbacher Strasse 18. WTD 5/71.

Glass, glassware

● 32210 — CEYLON — The Chairman of the Department of Health's Tender Board, has issued a tender for 250 gross half-gallon empty flint glass bottles, described as "Winchester Quartz glass bottles." Height—11½", internal diameter of mouth—½", diameter of bottle at base—5". Ref. No. COM/TEN/71/30. Bid deadline July 9. Copies of specifications and conditions are available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

Steel mill products

● 33100—INDIA—1,971 metric tons fire box quality plates to specification ASTM-A517/67 a grade "B" and "F". Bid deadline July 22. Tender No. 1198/26w/BSL/PR/56530/ global. R. N. Gupta, Chief Purchase Officer, Beas Purchase Org., Talwara Township, Hoshiarpur, Punjab. Copies of tender documents available from Iron and Steel Program, BDC, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202 967-2613).

● 33100—IRAN—Gray cast iron ingot (raw) 1,000 m. t., analysis: carbon 3.80%-4.2%, silicon 2.25%-3%, phosphorous 0.3%-0.5%, manganese 0.75%-1%, sulphur max. 0.05%. Tender No. 125/50, bid deadline 9 a.m. Aug. 3. Ministry of Roads, Iranian State Railways. Copy of conditions may be reviewed in Room 5014, Iron and Steel Program, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4686).

33152—CANADA—Staples. Direct purchase & agency. Tra-On-Canada Ltd. (dist.), 7055 Alexandra St., Montreal 327, Quebec. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

● 33500 — COLOMBIA — Supply of K-Type Copper Pipe, flexible temper, with smooth edges, without seams or soldering in rolls. Tender No. BM-006-A. Bid deadline July 9. Contact Secretaria de la Direccion de Acueducto Y Alcantarillado, Banco Industrial Colombiano, Piso 6, Cali Colombia.

● 33500 — IRAN — Supply of 30 metric tons copperweld wire 4 mm. Tender No. 236/50. Bid deadline Aug. 14. Contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

● 33500—IRAN—Supply of 5,000 meters 4 and 6 core insulated cable and 30,000 pieces RM2 porcelain insulator. Tender No. 255/50. Bid deadline Aug. 11. Contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

● 33500 — THAILAND — All aluminum conductor, bare, 100,000 meters, code tulip. Tender No. MEA-PSD-242, bid deadline July 26. Purchases and Stores Dept., Metropolitan Electricity Auth., 121 Chakpet Road, Bangkok 2. Specifications available on a short-term loan basis to firms domiciled in the U.S. from Metals and Minerals Division, BDC-782, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2181). A review copy will also be available at the Dept. of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Cal. 94102. (415-556-5868).

● 33500 — URUGUAY — Supply of telephone multi-conductor cable, 69,000 meters total of various lengths, thicknesses, and number of pairs per cable. Tender No. 6637. Bid deadline July 21. Contact Administracion General de las Usinas Electricas Y los Telefonos del Estado, Seccoin Licitaciones, Palacio de la Luz, Montevideo. Correspondence preferred in Spanish.

33522 — GUATEMALA — Aluminum sheets (in rolls). Correspondence requested in Spanish. Rotulos Luminosos de Guatemala (ROLUMIGUA)—Alfredo S. Berger (importer, mfr., retailer), 3a. Avenida 14-50, Zona 1, Guatemala City. WTD 5/71.

Cutlery, hand tools, general hardware

34211—SINGAPORE — Kitchen cutlery of stainless steel. Man. Dir., South Asia Aluminium Engineering Co. (importer, mfr.), 178 Victoria St., Singapore 7. WTD in prep.

Fabricated structural metal products

● 34400—INDIA — The Chief Purchase Officer, Beas Purchase Org., Talwara Township, Hoshiarpur, Punjab, India, has issued Tender No. 1197/BPO/PR/60657/W-1618 for 500 seamless drawn cylinders for filling oxygen gas under pressure. Bid deadline Aug. 8. A copy of the tender containing conditions and specification is available for review only in Room 5099C, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3962).

Fabricated wire products

34819 — AFGHANISTAN — Chains; for truck, automobile tires. Prices c.i.f. Karachi insurance up to Kabul. Santoch Singh & Bros., (importer, dist., retailer), Pashtoon Market, P.O. Box 548, Kabul. WTD 12/70.

Fabricated metal products

34990—JAMAICA—Aerosol cans; specifications: 6 oz. for hair sprays. Price: c.i.f. Kingston. Technical Supply Co., Ltd.; Attn: Errol Johnson (importer, dist., agent), P.O. Box 75, Kingston 10. WTD in prep.

Engines, turbines

● 35100—TAIWAN—Supply steam generator equipment for use in providing steam to 500mw. turbine generator unit, for Unit No. 5 of Talin Power Station, Kaohsiung. Tender documents available from Gibbs & Hill, 393 Seventh Ave., New York, N.Y. 10001, Attention: Mr. S. M. Loo. Procurement to be made through open tender in the U.S. under World Bank financing. Prospective suppliers must have designed, built, and placed in service steam generator of 300mw. capacity turbine generator unit and be able to supply 500mw. unit by 12/31/73, with steam conditions of approximately 2,500 psig 1,000F/1,000F or higher steam pressure and temperature.

35190 — VIETNAM — Fishing equipment including marine diesel engines, fish finders. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

Farm machinery

35220 — VIETNAM — Farm machinery, equipment including rice milling machines, rice huller, polisher, thresher, harvester, dryer, chicken feeders, egg collectors, brooders, milking machines, rotary hoe cultivators, hitch-mounted cultivators. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

35222 — JAMAICA — Knapsack type sprayers for use on potato fields. Capacity: 3 gals. Price: c.i.f. Kingston. Christiana Potato Growers Co-operative; Attn: John Elliot (importer, dist.), P.O. Box 50; Christiana P.O. Manchester. WTD 3/71.

35228—JAMAICA—Poultry and hog waterers, feeders. Price: c.i.f. Kingston. Christiana Potato Growers Co-operative; Attn: John Elliot (importer, dist., retailer), P.O. Box 50; Christiana P.O. Manchester. WTD 3/71.

Construction, mining, materials handling machinery, equipment

● 35300 — ARGENTINA — One med. weight diamond core drilling rig, one light weight diamond core drilling rig, one long hole drilling rig, two long hole drilling rigs for drilling of raises at downward holes, eight stoppers. Tender No. 104/71; bid deadline July 12. Hierro Patagonico de Sierra Grande S.A.M., Billinghurst 2447, Piso 2, Buenos Aires. Copies of conditions & specifications available for 40 Argentine Pesos.

35310—JAMAICA—Waste compactor for chopping up leather waste materials; specifications: electrical—50 cycles. Price c.i.f. Kingston. Plushie Slipper Ltd., Attn: J. L. Taylor (importer, dist., mfr.), 129 East St., Kingston. WTD 5/71.

35310—MEXICO—Gasoline cranes from 5 to 30 tons capacity, fork-lift tractors, etc. Correspondence requested in Spanish. Sindicato de Cargadores y Abridores del Comercio y de la Zona Maritima del Puerto de Veracruz (importer). Francisco Canal No. 1082 Veracruz, Ver. WTD 5/71.

● 35310 — SINGAPORE — Tender SQS/ADB/30/71/1, bid deadline July 27: (3) motor graders, 125 h.p., (2) crawler angle dozers, 180 h.p., (1) rubber-tired roller 8/18 tons, (3) three-wheeled road rollers, 10/12 tons, (1) 10/12 ton vibratory roller. Specifications available on short-term loan basis to firms domiciled in the U.S. from General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D. C. 20230. ★(202-967-4317). A review copy will be available at the Dept. of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35319—NETHERLANDS—Floor laying and finishing machines, compaction equipment, other equipment for building industry. Exclusive representations for Benelux countries. Nierstrasz N.V., Attn: Mr. K. Bos (importer), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

35351—PHILIPPINES—Conveyor, non-tilting (double-deck), for billet mill; conveyor, non-tilting (double-deck), for old roughing mill. Specifications available from Business Opportunities Staff, BOS-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. Marcelo Steel Corp. (mfr.), Northern Hills, Malabon, Rizal, P.O. Box 2956, Manila. WTD in prep.

35361—**CANADA**—Electric hoists to fit on bridge frame, full size range. Direct purchase & exclusive agency. Heede International Ltd., Attn: T. Pollard, Man. Industrial Crane Division (dist., mfr., agent), 4606 Canada Way, Burnaby, B.C. WTD in prep.

Metalworking machinery

35410—**ITALY**—Numerically controlled machine tools with automatic tool changers for multiple operations and programmable high precision machining of mechanical parts. MIM Mobili S.p.A. (mfr., retailer), Vicolo del Conte 9, 00186 Rome. WTD 5/71.

35441—**BRAZIL**—Diamond-type dies for filament wires. FSN—Fieiras e Sinterizados Nacionais Ltda. (dist., mfr.), Rua Dr. Mário Vicente 374, São Paulo, SP. WTD 4/71.

35451—**GUATEMALA**—Small stamping, metalworking machinery to be used in manufacture of aluminum extension ladders. Correspondence requested in Spanish. Rotulos Luminosos de Guatemala (ROLUMIGUA)—Alfredo S. Berger (importer, mfr., retailer), 3a. Avenida 14-50, Zona 1, Guatemala City. WTD 5/71.

35480—**NORWAY**—Plant for peeling of round steel. Round steel will be hot rolled in dimensions 10-60 mm in lengths 2-7 meters; low carbon steel; motors, electrical equipment for plant to be for 380 volts/50 cycles; straightening press, hydraulic for rolling mill adjustment. Specifications available from Business Opportunities Staff, BOS-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. K. A. Bachke Maskin A/S (importer), Lade Allé 65, 7000 Trondheim. WTD 12/70.

35482—**CYPRUS**—Stencil machines for marking wooden or cardboard boxes. Quote c.i.f. Cyprus. Andreas Tzordjis (machine foundry), 2-6, 28th October St., P.O. Box 244, Famagusta. WTD in prep.

Special industry machinery

35513—**CYPRUS**—Automatic or semi-automatic grading, filling, packing, sealing machinery for such products as flour, rice, beans, sugar, flour, etc.; bottling, filling, capping and labeling machines for edible oil, table water, wine etc. Quote c.i.f. Cyprus, include installation, training charges if any. Direct purchase & agency. Photos Photiades & Co. Ltd. (dist., mfr., agent), Santa Rosa & Avlon Sts., P.O. Box 1274, Nicosia. WTD 9/70.

35513—**CYPRUS**—Fruit, vegetable juice extracting, canning machinery. Quote c.i.f. Cyprus, include installation, training charges if any. Damianou Fruit & Vegetables Juices Manufacturers Ltd. (dist., mfr.), 266 Ledra St., Nicosia, 104. WTD 5/71.

35521—**PHILIPPINES**—Knitting, finishing machinery, equipment to increase annual production of clothing fabrics from 20.6 million yds. to 42 million yds. Riverside Mills Corp. (mfr.), Barrio Rosario, Pasig, Rizal. WTD in prep.

35552—**SPAIN**—Typesetting machinery, equipment; electrotyping, stereotyping machinery, equipment; photoengraving, lithographing, platemaking equipment; paper cutting machines, collating or gathering machines; book binding machinery, equipment; engravers' materials, equipment; other printing machinery, equipment. Grafisintes (importer, dist.), Avda. del Generalísimo, 51, Madrid (16). WTD 4/71.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

20853—MEXICO—Alcoholic bottled beverages 2000 cases per yr for retail, wholesale trade through supermarket chain. Automercados, S.A. c/o Lic. Ricardo Villarreal Rendón (Purchasing Mgr.) (importer, dist., retailer), Calzada Victoria Pte. 404, Monterrey, N.L. WTP in prep.

35224—JAMAICA—Small ploughs for use on hillside farms; specifications: must be capable of being used on slopes 10-15 degrees; fitted with one-cylinder gas engine; price: c.i.f. Kingston. Christiana Potato Growers Co-operative; Attn.: John Elliot (importer, dist., retailer), P.O. Box 50, Christiana P.O. Manchester. WTD 3/71.

35595—IRAN—Complete set of machinery for cattle-feed mill including mixers, crushers, grinders, grading and sorting. Specifications available from Business Opp. Staff, BOS-584, Rm. 3515, U.S. Dept. of Commerce, Washington, D.C. 20230. Astan Ghods, Industries & Mines Organization, Mr. Bagher Pirnia, Man. Dir. (cooperative), P.O. Box No. 194, Meshed. WHD in prep.

35595 — MOZAMBIQUE — Machinery, equipment for preparation of poultry, livestock feeds; output of ten metric tons per hr. Delivered c.i.f. Lourenco Marques. Favorable terms of extended payment desired. Sociedade Comercial e Industrial de Moagem (SOCIMOL) Lda. (Attn: Engineer Raul Wahnon Correia Pinto) (manufacturer), Av. Dom Luis No. 8 4th floor, Apt. No. 5, P.O. Box 2056, Lourenco Marques. WTD 5/71.

36311 — SWITZERLAND — Microwave ovens, cooking ranges for home, small cafeteria use. Bedaco, B. Dall'O & Co.; Attn: Mr. Zürcher (importer, distributor), Bederstrasse 7-9, 8002 Zurich. WTD 6/71.

35590—**ISRAEL** — Cryogenic equipment (liquid air and liquid nitrogen plants). The Hebrew University of Jerusalem, Supply Dept., Jerusalem. Attn.: E. Livni, Equipment Engineer. WTD in prep.

Special industry machinery

35593—**CYPRUS** — Plastics-working machinery, equipment for making plastic bottles. Quote c.i.f. Cyprus, include installation, training charges if any. Direct purchase & agency. Photos Photiades & Co. Ltd. (importer, dist. mfr.), Santa Rosa & Avlon Sts., P.O. Box 1274, Nicosia. WTD 9/70.

35593—**CYPRUS** — Plastics-working machinery, equipment for making plastic bottles. Quote c.i.f. Cyprus, include installation, training charges if any. Damianou Fruit & Vegetables Juices Manufacturers Ltd. (dist., mfr.), 266 Ledra St., Nicosia 104, Cyprus. WTD 5/71.

35593—**ZAMBIA**—Plant, machinery for manufacture of following items in plastic: ventilation pipes, safety boxes, tool boxes, guttering, ridging down pipes, plates, mugs, miners' hats, kitchen fixtures, general containers. A. B. Hayward Ltd. (dist., mfr.), 509 ChaChaCha Rd., P.O. Box 276, Luanshya. WTD 5/71.

35595—**BRAZIL**—Machines to operate glass-cutting disks (disks manufactured by interested firm); machines to operate marble, granite, agate, refractory-cutting saws (saw blades manufactured by interested firm). Direct purchase or agency. FSN—Fieiras e Sinterizados Nacionais Ltda. (dist., mfr.), Rua Dr. Mário Vicente 374, São Paulo, SP. WTD 4/71.

35595—**CYPRUS**—Machinery for metal coating, cleaning, polishing, or finishing brass objects. Quote c.i.f. Cyprus. Andreas Tzordjis (machine foundry), 2-6 28th October St., P.O. Box 244, Famagusta. WTD in prep.

35595—**El SALVADOR**—One compact, modern cigarette making machine, with capacity to produce about 2,500 cigarettes per min. for mo. production of about 30 million cigarettes. Correspondence requested in Spanish. Tabacalera Salvadorena, S.A. (dist., mfr.), Juan Esteban Nasser, 25a. Calle Oriente y 12a, Avenida Norte 1402, San Salvador. WTD in prep.

35595—**MEXICO** — Sheetrock (gypsum) building board manufacturing machinery production capacity of about 1,000-4′ x 8′ or 4′ x 10′ sheets per 8 hr. shift. Jesús M. Gonzalez (mfr.), 5 de Mayo Pte. 1736, Monterrey, N.L. WTD in prep.

General industrial machinery

35600—**COLOMBIA**—Four vertical pumps driven by an electric motor. The nominal capacity of each pump must be 1.30 cubic meters/sec., with a maximum head height of 7.7 meters. No tender number or bid deadline. Dr. Jaime Roman C., Jefe Unidad de Planeacion Instituto Colombiano de la Reforma Agraria-INCORA, Centro Administrativo Nacional, Bogota. Specifications may be obtained from Dr. Roman.

35610 — **NORWAY** — Pumps, all-automatic, to work under water, stainless materials with motor hermetically sealed; level switch to stop pump automatically; motor approximately ½ h.p., 220 volts, 50 cycles. Erlands Maskin (mfr.), 4340 Bryne. WTD 5/71.

35610—**VIETNAM** — General industrial machinery, equipment including submersible pumps, hand sprayers, air compressors. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

35614 — **VIETNAM** — Air compressors: small and medium size. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

35615—**VIETNAM**—Industrial spraying equipment, hand sprayers. Direct purchase & agency. Mai Binh Thuong Cuoc Cong Ty (importer, dist., mfr.), 331 Tran Hung Dao, Saigon. WTD in prep.

35690—**ZAMBIA**—Machinery for labelling, marking; stamping cork stoppers for bottles. Mr. J. Pappas, Busaka Ltd. (importer, dist.), P.O. Box 2705, Kitwe. WTD in prep.

Office, computing, accounting machines

35731—**FRANCE**—Equipment for reservation services for hotels, motels, etc. Grand Hotel du Cours (hotel & tourism), 04-Sisteron. WTD in prep.

Service industry machinery

35851 — TURKEY — Air conditioning equipment, engineering services. Petek Teknik Malzeme Ticaret A.S. (mfr., contractor), Necatibey Cad. 151, Karaköy, Istanbul. WTD 9/71.

35891—GERMANY—Electric commercial cooking, food warming equipment. Prices c.i.f. European ports. King-Maschinen GmbH & Co. KG. (importer, dist., exporter), 4005 Meerbusch 2-Osterath, Breite Str. 3. WTD 3/71.

35891 — SPAIN — Commercial cooking, food warming equipment. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

35892—KOREA—Rug cleaning machine —designed for cleaning, drying and napping rugs and carpets being in use. One unit with necessary supplies as a sample order. Korea Tourist Hotel Corp. (importer, dist., service industry), I.P.O. Box 3650, Seoul. WTD in prep.

Electric transmission, distribution equipment

● **36100—THAILAND**—Supply of 69kv. control boards. Tender No. MEA-PSD-241, bid deadline July 9. Purchases & Stores Dept., Metropolitan Electricity Auth., 121 Chakpet Road, Bangkok, Thailand. Specifications available from Power Equipment Program, Room 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230. ★(Telephone 202-967-4894).

● **36100—THAILAND** — 115kv. Substation Equipment, 8. Tender No. MEA-PSD-243, bid deadline Aug. 2. Purchase & Stores Dept., Metropolitan Electricity Auth., 121 Chakpet Road, Bangkok 2, Thailand. Specifications available from the Power Equipment Program, BDC-776, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

● **36100—TRINIDAD**—Supply the following: Tender No. 2233—PVC multicore cable; No. 2234—insulators; No. 2235—PVC multicore cable; No. 2236—PVC multicore cable; No. 2237—indoor boxes; No. 2238—outdoor boxes; No. 2239—UG cable; No. 2240—UG cable; No. 2241—linepost insulators; No. 2242—metering units; No. 2243—metering units. Bid deadline July 23. The Purchasing Officer, Trinidad & Tobago Electricity Comm., 63 Frederick St., Port of Spain, Trinidad, W.I. Specifications available from the Power Equipment Program, Room 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-4241).

● **36100—URUGUAY**—Supply of 59,300 electric power meters for single phase, three-phase, and for other uses, spare parts for same, 100-220V, 2-50A, 50 Hz. Tender No. 6638; bid deadline July 20. Correspondence preferred in Spanish. Only firms with agent or representative in Uruguay may participate in public bids. Tender documents may be obtained from the Administracion General de las Usinas Electricas y los Telefonos del Estado, Seccion Licitaciones, Palacio de la Luz, Montevideo. One copy in Spanish is available for review at the Dept. of Commerce, BDC-708, Rm. 2329, Washington, D.C. 20230.

Electrical Industrial Apparatus

● **36200—CHILE**—Diesel motor generator sets, two 10,000kw. each per specification No. 06-10, bid deadline Aug. 19. Empresa Nacional de Electricidad, S.A., "Endesa," Calle Santa Rosa, No. 72, entrepiso, Santiago. Specifications in Spanish available for review only from the Power Equipment Program, BDC-776, U.S. Dept. of Commerce, Washington, D.C. ★(202-967-4241).

Household appliances

36310 — SPAIN — Household cooking equipment. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

36320—SPAIN—Household refrigerators, freezers. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

36322—ZAMBIA—Freezers for following crops: peas, beans, cauliflower, brussel sprouts, broccoli, carrots for dicing and canning whole, beetroot, tomatoes. A. J. Prior, Principal Research Officer, Dept. of Agriculture. Research Branch, Mount Makulu Research Station, P.O. Box 7, Chilanga.

36331 — SPAIN — Household laundry equipment. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

36340 — SPAIN — Electric housewares, fans. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

36350 — SPAIN — Household vacuum cleaners. Correspondence requested in Spanish. Canton & Alonso, S.L. (importer, dist.), San José, 27, Santa Cruz de Tenerife. WTD 4/71.

Electric lighting and wiring equipment

● **36400—THAILAND**—Supply of lightning arresters. Tender No. MEA-PSD-240, bid deadline July 19. Purchases & Stores Dept., Metropolitan Electricity Auth., 121 Chakpet Road, Bangkok, Thailand. Specifications available from Power Equipment Program, Room 5886C, BDC, Department of Commerce, Washington, D.C. 20230 ★(Telephone 202-967-4894).

Radio, television receiving sets

36520—SWITZERLAND — Pre-recorded tapes, 2, 4, 8 track; cassette systems; mono, stereo. Cinéphone, Illi & Cie. (importer, dist., retailer), P.O. Box Cornavin 2, 1211 Geneva 2. WTD 5/71.

Communications equipment

36621—PHILIPPINES — CW equipment transmitter; ISB transmitter, type TA-127. Specifications available from Business Opportunities Staff, BOS-584, Rm. 3515, Dept. of Commerce, Washington, D.C. 20230. Clavecilla Radio System (telecommunication service), Manhattan Bldg., 415 Nueva St., Manila, P.O. Box 64, Manila. WTD in prep.

36629 — PHILIPPINES — Microwave equipment, Type 14CN. Specifications available from Business Opportunities Staff, BOS-584, Rm. 3515, Dept. of Commerce, Washinton, D.C. 20230. Clavecilla Radio System (telecommunication service), Manhattan Bldg., 415 Nueva St., Manila, P.O. Box 64, Manila. WTD in prep.

Electronic components, accessories

36710—SPAIN—Electron tubes, receiving type. Belport Electrónica (importer, dist.), Ríos Rosas, 17, Madrid (3). WTD 2/71.

36720 — SPAIN — Cathode ray picture tubes. Belport Electrónica (importer, dist.), Ríos Rosas, 17, Madrid (3). WTD 2/71.

36730—SPAIN—Electron tubes, transmitting. Belport Electrónica (importer, dist.), Ríos Rosas, 17, Madrid (3). WTD 2/71.

36740—SPAIN—Semiconductors. Belport Electrónica (importer, dist.), Ríos Rosas, 17, Madrid (3). WTD 2/71.

36790—SPAIN—Electronic components, n.e.c. Belport Electrónica (importer, dist.), Ríos Rosas, 17, Madrid (3). WTD 2/71.

Electrical machinery, equipment, supplies

36900—THAILAND—Supply 12 units of battery, nickel-cadium type, and battery charger, regulated rectifier type. Tender No. MEA-PSD-238; bid deadline July 5. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakrapetch Rd., Bangkok. Specifications available from Power Equipment Program, Rm. 5886C, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4241).

36911—AFGHANISTAN — Storage batteries for motor vehicles—6 and 12 volts. Quote c.i.f. Karachi. Santoch Singh & Bros. (importer, dist., retailer), Pashtoon Market, P.O. Box 546, Kabul. WTD 12/70.

Motor vehicles, equipment

37141 — AFGHANISTAN — Automotive parts, accessories. Quote prices on c.i.f. Karachi; insurance up to Kabul. Santoch Singh & Bros. (importer, dist., retailer), Pashtoon Market, P.O. Box 546, Kabul. WTD 12/70.

Motorcycles, bicycles, parts

37510 — ECUADOR — Mini-motorbikes. Distribuidora de Autos C. Ltda, Attn: Xavier Guzman Darquea, Man. (importer, dist., retailer), P.O. Box 798, Guayaquil. WTD 4/71.

Engineering, laboratory, scientific, research instruments

● **38100—BURMA**—Supply of Laboratory apparatus including balances, crucibles, funnels, beakers, burettes, spatulas, etc. Tender No. 48 (T) MCY/IRR/70-71, bid deadline Aug. 5. Invited by the Government of the Union of Burma, Irrigation Dept., 9/21 Strand Rd., Rangoon, Burma. Terms and specifications available on loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-2993).

Ophthalmic goods

38513 — CANADA — Sun glasses, ski goggles. Direct purchase & agency. Tra-On-Canada Ltd. (dist.), 7055 Alexandra St., Montreal 327, Quebec. WTD in prep.

Jewelry, silverware, plated ware

39130—SPAIN—Natural precious, semiprecious, synthetic stones. Diamond Ibérica, S.A. (importer, dist.), Avda. del Generalísimo, 30, Madrid (16). WTD 6/71.

Musical instruments, parts

39314—JAMAICA—Musical instruments:

new or second hand: 15 side drums; 13 tenor drums; 11 bass drums; 18 bass baritone bugles; 40 soprano bugles; 8 pairs of cymbals; 18 bass French horns. Quotations c.i.f. Kingston. Tivoli Gardens Drum Corps & Drill Team, Attn: Lee Binns (community cultural group with Jamaican Government support). Tivoli Gardens Community Centre, Kingston 14.

Pens, pencils, office, artists' materials

39510 — CANADA — Automatic pencils, ball point pens. Direct purchase & agency. Tra-On-Canada Ltd. (dist.), 7055 Alexandra St., Montreal 327, Quebec. WTD in prep.

39550—CANADA—Carbon paper, inked ribbons for IBM machines. Direct purchase & agency. Tra-On-Canada Ltd. (dist.), 7055 Alexandra St., Montreal 327, Quebec. WTD in prep.

Costume jewelry, novelties, buttons, notions

39610—GERMANY—High fashion costume jewelry, costume novelties made of various materials. Waltraud Adolf (mfr.), 69 Heidelberg 1, Rohrbacher Strasse 18. WTD 5/71.

Manufacturing industries

● 39900—ETHIOPIA—Supply of 375 fire extinguishers as follows: 250 water extinguishers; 100 carbon tetrachloride extinguishers; 15 air foam extinguishers; 10 carbon dioxide gas extinguishers. Tender No. 8/71, bid deadline July 20. Invited by the Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa. Terms and specifications available on loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-2939).

Business services

73920—ISRAEL—Services and counseling: economic/financial/commercial/accounting/engineering for businessmen, investors, economists, libraries, chambers of commerce. Nakhum Ayalon (services and counseling agency), 11/3 Maoz Aviv; P.O. Box 17012, Tel Aviv. WTD 6/70.

Pakistan Needs Various Machinery And Equipment

East Pakistan's Director of Supply has published a tender (No. S-10/192/68-69, with a bid deadline of 10 A.M., July 22) for 103 different items: condensing units, air cooled, ¼ hp., 220 volts, five cycles, single phase; valves; dryers; rubber hoses; refrigerants; semi-hermetic condensing units; heat pumps; analysers; coil winding machines; transformers, motor generator sets, AC/DC rotor; battery chargers; water and chemical pumps; oxygen and acetylene welding and cutting outfits; regulators; goggles; welders, and related items. Write: Director of Supply, Gov't of East Pakistan, 48 Motijheel Commercial Area, Dacca 2. Cable: SUPPLY, Dacca.

Tender documents are available from the above address for Rs 25/ or its (not refundable) dollar equivalent per set (U.S. $1 = 4.76 rupees) or on a short-term loan basis from the Business Opportunities Staff, BDC-584, Office of Business Services, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4674).

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Food preparations

20999—ITALY—Spices, extracts. Ravignani, F.lli, fu Menotti, S.n.c. (importer, dist., agent), Via della Pineta Sacchetti 51, 00167 Rome. WTD 5/71.

20999 — SOUTH AFRICA — Prepared foods, miscellaneous food specialties. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

Broad woven fabric mills, cotton

22110—LEBANON—Cotton suiting fabrics for men, women; cotton upholstery fabrics. Agent on commission basis. Farid Rizk & Co. (importer, dist., agent), Ghalieh Bldg., Moutran St., P.O. Box 739, Beirut. WTD 5/71.

22111—FRANCE—Cotton fabrics for interior wall coating. Peintures Gauthier (importer, mfr., exporter), 13, rue des Gardinoux, 93-Aubervilliers. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210—LEBANON—Manmade fiber, silk suiting fabrics for men, women; manmade fiber, silk upholstery fabrics. Agency on a commission basis. Farid Rizk & Co. (importer, dist., agent), Ghalieh Bldg., Moutran St., P.O. Box 739, Beirut. WTD 5/71.

22211—FRANCE—Synthetic fabrics for interior wall coating. Peintures Gauthier (importer, mfr., exporter), 13, rue des Gardinoux, 93-Aubervilliers. WTD in prep.

22211—GERMANY—Upholstery fabrics, manmade fibers. Prices c.i.f. European ports. Helmut Roebers (agent), 4054 Nettetal 1-Lobberich, Freiheitstr. 8, Postfach 1182. WTD 9/70.

22216—GERMANY—Upholstery fabrics, cotton. Prices c.i.f. European ports. Helmut Roebers (agent), 4054 Nettetal 1-Lobberich, Freiheitstr. 8, Postfach 1182. WTD 9/70.

22217 — SWITZERLAND — Glass fiber mats to be used for reinforcement of plastic products; large containers, etc. Hug & Co., Attn: Mr. Hug (dist., agent), Rosenbergstrasse 8, 8304 Wallisellen. WTD in prep.

Broad woven fabric mills, wool

22310—LEBANON—Wool suiting fabrics for men, women; wool upholstery fabrics. Agent on a commission basis. Farid Rizk & Co. (importer, dist., agent), Ghalieh Bldg., Moutran St., P.O. Box 739, Beirut. WTD 5/71.

22314—GERMANY—Upholstery fabrics, wool. Prices c.i.f. European ports. Helmut Roebers (agent), 4054 Nettetal 1-Lobberich, Freiheitstr. 8, Postfach 1182. WTD 9/70.

Floor covering mills, products

22790 — GERMANY — Wall-to-wall carpeting. Prices c.i.f. European ports. Helmut Roebers (agent), 4054 Nettetal 1-Lobberich, Freiheitstr. 8, Postfach 1182. WTD 9/70.

Textile goods

22940—ITALY—Acrylic, polyester fiber waste for textile industry. Simes S.N.C. (agent), 3-5 Via Boni, 50047 Prato (Florence). WTD 5/71.

22952—GERMANY—Upholstery fabrics, artificial leather. Prices c.i.f. European ports. Helmut Roebers (agent), 4054 Nettetal 1-Lobberich, Freiheitstr. 8, Postfach 1182. WTD 9/70.

22982 — SOUTH AFRICA — Cordage, twine: soft fiber of jute. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore, (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

22992 — SOUTH AFRICA — Jute yarn. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore, (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

Men's, youths', boys' suits, coats

23111—LIBYA—Men's suits. Mohamed Massoud Belker (Commission Agent) (agent), P.O. Box 4869, Tripoli. WTD in prep.

23113—CANADA—Sport coats, jackets, tailored, mens. Adanac Import Commodities (importer, dist., agent), #800- 207 West Hastings St., Vancouver, B.C. WTD 5/71.

Women's, misses', juniors' outerwear

23351—LIBYA—Women's misses', junior's dresses. Mohamed Massoud Belker (Commission Agent) (agent), P.O. Box 4869, Tripoli. WTD in prep.

Fabricated textile products

23940—CANADA—Camping tents, air mattresses. J. W. Green & Co. Ltd., Attn: Patrick Duncan (dist., agent), 12 Shuter St., Suite 305, Toronto, Ontario. WTD in prep.

23990—CANADA—Sleeping bags. J. W. Green & Co. Ltd., Attn: Patrick Duncan (dist., agent), 12 Shuter St., Suite 305, Toronto, Ontario. WTD in prep.

Logging camps, logging contractors

24110 — SOUTH AFRICA — Timbers, mine, hewn or round. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore, (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

Millwork, veneer, plywood, prefabricated structural wood items

24331 — SOUTH AFRICA — Timbers, structural: laminated lumber. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore, (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

Wood products

24994—SOUTH AFRICA—Cork products, all kinds. Saftrade (Pty.) Ltd. (importer, agent, exporter), 711 Olivetti House, Hertzog Blvd., Foreshore, (P.O. Box 4813), Cape Town, Cape Province. WTD 5/71.

Office furniture

25210 — AUSTRIA — Office furniture, equipment for modern office management. Erwin Allram, Werbung, Handel (importer, agent), Salztorgasse 2/14, A-1010 Vienna. WTD 5/71.

25221 — AUSTRIA — Office furniture, metal parts of tables, chairs. Erwin Allram, Werbung, Handel (importer, agent), Salztorgasse 2/14, A-1010 Vienna. WTD 5/71.

Public building, related furniture

25311 — AUSTRIA — School furniture, metal parts thereof, school table tops, other school supplies incl. teaching aids. Erwin Allram, Werbung, Handel (importer, agent), Salztorgasse 2/14, A-1010 Vienna. WTD 5/71.

Steel mill products

33124 — FRANCE — Semi-finished steel products for house-building, ship-building, boilerwork, metal construction. Albert et Cie (dist.), 8, ave. de la Marne, 44-Cholet. WTD in prep.

33127 — NETHERLANDS — Cold-rolled strips for sales in the Benelux, W. Germany, France, Denmark. Staalcom 66 N.V. (importer, agent), 50 Van Pallandtstraat, Arnhem. WTD 6/71.

33128 — NETHERLANDS — Cold-drawn bars. Agencies requested in Benelux countries, W. Germany, France, Denmark. Staalcom 66 N.V. (importer, agent), 50 Van Pallandtstraat, Arnhem. WTD 6/71.

33129 — NETHERLANDS — Carbon and alloy steel forgings, drop forgings. Agencies for Netherlands, Belgium, West Germany, France, Denmark. Staalcom 66 N.V. (importer, agent), 50 Van Pallandtstraat, Arnhem. WTD 6/71.

Iron, steel foundries

33231—NETHERLANDS—Cast steel and iron, up to 150 tons weight, for sale in Netherlands, Belgium, West Germany, France, Denmark. Staalcom 66 N.V. (importer, agent), 50 Van Pallandtstraat, Arnhem. WTD 6/71.

Rolling, drawing, extruding of nonferrous metals

33572 — THAILAND — Wires, cables for electrical transmission. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77) Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

Farm machinery

35225—TAIWAN—Sugar cane harvester. Daily Enterprises Co., Ltd. (importer, agent, exporter), Rm. 904B, 144, Hankow St., Sec. 1, Taipei 100. WTD in prep.

35228—TAIWAN—Salt collector. Daily Enterprises Co., Ltd. (importer, agent, exporter), Rm. 904B, 144, Hankow St., Sec. 1, Taipei 100. WTD in prep.

Construction, mining, materials handling machinery, equipment

35314 — FRANCE — Crane-carriers. Société Pérez et Raymond—Paris (importer, mfr., agent), 79, boulevard Galliéni, 92-Villeneuve-la-Garenne. WTD 2/70.

35324 — BRAZIL — Drills to which diamond cutting tools are attached, (cutting tips manufactured by interested firm.) FSN-Fieiras e Sinterizados Nacionais Ltda. (dist., mfr.), Rua Dr. Mário Vicente 374, São Paulo, SP. WTD 4/71.

35370—FRANCE — Road tractors. Société Pérez et Raymond—Paris (importer, mfr., agent), 79, blvd. Galliéni, 92-Villeneuve-la-Garenne. WTD 2/70.

Metalworking machinery

35450—VIETNAM — Machine tools and accessories including comparators, calipers and dividers, milling cutters, drills, files, hobs, shear knives, mandrels, machinists' precision tools, reamers, measuring scales. Vinh Hoa Trading (agent), 22 Pasteur, P.O. Box 403, Saigon. WTD 4/71.

35482 — SWITZERLAND — Pneumatic hand tools including nailing guns, staplers, similar equipment. Hch. Lips, Farbspritzapparate + Kompressoren (dist., agent), Stampfenbachstr. 121, 8035 Zurich. WTD in prep.

35482—VIETNAM—Wide range of hand tools including hammers, chain saws, portable drills, coil winding machines for springs, grinders, levelers, marking machines, sharpeners, soldering machines, welding and cutting apparatus, hacksaw frame and blade. Vinh Hoa Trading (agent), 22 Pasteur, P.O. Box 403, Saigon. WTD 4/71.

Special industry machinery

35512—FRANCE — Catering equipment, mainly for restaurants, hotels, bars, bakeries, butcher's shops. DITO (dist., mfr., agent), 23-Aubusson. WTD in prep.

General industrial machinery

35612 — AUSTRALIA — High pressure pump; specifications: performance—5,000-10,000 PSI continuous for 12 hr. period 10-50 Imperial G.P.M.; construction—externally packed plunger style; horizontal or vertical mounting; unloader pressure regulator. Firm delivery times required. R. P. Sewell Pty. Ltd. (importer, dist., mfr.), 1-9 Buckhurst St., South Melbourne, Victoria 3205. Postal address: P.O. Box 410, South Melbourne, Victoria 3205. WTD 5/71.

35613—VIETNAM—Water pumps from 4 to 10 hp. Nguyen Mui Trading (agent), 154 Gia Long, Saigon. WTD in prep.

35614 — VIETNAM — Air compressors, small and medium size. Nguyen Mui Trading (agent), 154 Gia Long, Saigon. WTD in prep.

35615—TAIWAN—Water pumps, portable, under 2 hp. Daily Enterprises Co., Ltd. (importer, agent, exporter), Rm. 904B, 144, Hankow St., Sec. 1, Taipei 100. WTD in prep.

35615—VIETNAM — Industrial spraying equipment. Nguyen Mui Trading (agent), 154 Gia Long, Saigon. WTD in prep.

35641—GERMANY—Industrial exhaust, ventilating fans. Buelow & Co. (importer, distributor), Seitersweg 16, Postf. 4144, 6100 Darmstadt. WTD 5/71.

35663—SWITZERLAND — Electro-magnetic clutches, couplings, power transmission elements for machinery. Walter Rosenberger, Industrie-Antriebe (importer, agent), P.O. Box 307, 8042 Zürich. WTD 6/71.

Office machines

35791—JAMAICA—Staplers, staple removers. T. Geddes Grant (Dist.) Ltd. Attn: Mgr., Office Equip. Dept. (importer, dist., agent), 109 Marcus Garvey Dr., Kingston 11. WTD 8/70.

Service industry machines

35891—FRANCE—Non-electric commercial cooking equipment, commercial food-warming equipment. DITO (dist., mfr., agent), 23-Aubusson. WTD in prep.

Machinery

35992—SWITZERLAND — Miscellaneous machinery elements, parts, all kinds. Walter Rosenberger, Industrie-Antriebe (importer, agent), P.O. Box 307, 8042 Zurich. WTD 6/71.

Electric transmission machinery

36122—THAILAND—Transformers, distribution. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77) Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

36123—THAILAND—Transformers, current. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77) Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

36132—THAILAND — Circuit breakers. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77) Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

Electrical industrial apparatus

36210—TAIWAN—Electrical discharging machine. Daily Enterprises Co., Ltd. (importer, agent, exporter), Rm. 904B, 144, Hankow St., Sec. 1, Taipei 100. WTD in prep.

36212—VIETNAM—Diesel generator sets Kw:100-300 and 1,200 upward. DOSSA Truong Hu Sanh (agent), 40-44 Cong Ly, Saigon. WTD 4/71.

Household appliances

36341—GERMANY — Fans for kitchen, household. Buelow & Co. (importer, dist.), Seitersweg 16, Postf. 4144, 6100 Darmstadt. WTD 5/71.

Electrical lighting, wiring equipment

36443—SWITZERLAND—Electrical insulation materials. Requests offers from manufacturers only. Cellpack AG; Attn: Charles Dreifuss, Mng. Dir. (dist., mfr.), 5610 Wohlen. WTD 3/70.

Communication equipment

36628—SWEDEN—Aircraft and air traffic control systems and equipment, electronic; infra-red object detection equipment; laser systems, equipment; navigational electronic equipment, guidance systems; radio antenna and ground equipment (receiving and transmitting). Ostermans Aero Aktiebolag (importer, dist., agent), Fack, S-161 10 Bromma 10. WTD in prep.

Electronic components, accessories

36740 — SWITZERLAND — Electronic components, semiconductors, transistors, IC's. Rémy Armbruster AG (importer), Holbeinstrasse 27, 4001 Basel. WTD in prep.

36790—FINLAND — Electronic components for color television receivers. E. Hanslin & Co., Attn: Mr. Lasse Suuronen (importer, dist., agent), Temppelikatu 19 D, Helsinki 10. WTD in prep.

36795 — SWITZERLAND — Flexible printed circuit boards. Requests offers from manufacturers only. Cellpack AG; Attn: Charles Dreifuss, Mng. Dir. (dist., mfr.), 5610 Wohlen. WTD 3/70.

36795 — SWITZERLAND — Copper-clad laminates, rigid and flexible, for printed circuits. Rémy Armbruster (importer), Holbeinstrasse 27, 4001 Basel. WTD in prep.

Motor vehicles and equipment

37110—**SWITZERLAND** — Snow throwers for use in cities; minimum 10 to 15 hp with heavy duty power transmission. Adolf Locher AG; Attn: Mr. Helg (dist., agent), 9450 Altstätten. WTD in prep.

37113—**FRANCE** — Fire fighting trucks. Société Pérez et Raymond—Paris (importer, mfr., agent), 79, Blvd Galliéni, 92-Villeneuve-la-Garenne. WTD 2/70.

Motor vehicles, equipment

37141 — **VIETNAM** — Automotive parts, accessories. Loi Tin Trading (agent), 61 Pham Ngu Lao, P.O. Box 2229, Saigon. WTD 4/71.

Aircraft, parts

37291—**SWEDEN**—Landing aids, damping devices, ground support equipment for helicopters. Ostermans Aero Aktiebolag (importer, dist., agent), Fack, S-161 10 Bromma 10. WTD in prep.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Copies may be obtained by firms domiciled in the United States from BIC-924-TL, Department of Commerce, Washington, D.C. 20230, and from Commerce Field Offices. The price is $1 per list for each country.

Hong Kong

No. — *Title*

01000—Farm, forestry, fishery products; mining companies
20000—Food, kindred products; tobacco, tobacco products
22000—Textile industry
23000—Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber, wood products; furniture, fixtures
26000—Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards; printing, publishing industries
28000—Chemicals, plastics, related products
29000—Petroleum, petroleum products
30000—Rubber, rubber products; leather, leather products (except footwear, personal leather goods, tires, inner tubes)
32000—Stone, clay, glass products
33000—Primary metals, metal products, ferrous, nonferrous
34000—Fabricated metal products
35000—Machinery, nonelectrical
36000—Electrical machinery, equipment, supplies
37000—Transportation equipment, parts, accessories (including tires, inner tubes)
38000—Professional, scientific instruments, controlling devices; photographic equipment, supplies; watches, clocks; jewelry, silverware, plated ware
39000—Musical instruments; toys, amusements, sporting, athletic goods; office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

Other Foreign Official Tenders

BRAZIL — The three major Brazilian Government-controlled steel mills have issued prequalification notices for potential suppliers of steel mill equipment for a three million ton expansion program valued at $480 million. Procurement is to begin in the third quarter of 1971 with completion set for mid-1975. The project includes installation of a sintering plant, three coke ovens, three large blast furnaces, two LD oxygen converters, three oxygen plants, two plate mills, and one tinning line. Also auxiliary and complementary equipment such as boilers, turbo blowers, jet furnaces, reheating furnaces, annealing furnaces, conveyor equipment, rolling stock, power stations, etc. Manufacturers interested in this international tender may contact the three companies listed to obtain further information on the projects and prequalification conditions. Compania Siderurgica Nacional Av 13 De Maio 13—7th Floor Rio De Janeior, GB—BRAZIL Telex 031.842—Rio—GB CABLE: SIDERURGICA. Companhia Siderurgica Paulista Av Sao JoAo 473 3rd Floor A Sao Paulo, S.P.—BRAZIL Telex 021.110 SPO CABLE: COSIDERPA. Usinas Siderugicas De Minas Gerias Rua Dos Timbiras 2349 Belo Horizonte, MG—BRAZIL Telex 037.221BHE CABLE: USIMINAS.

INDIA—The Office of the Deputy Chief Accounts Officer (Engineering), Madras Port Trust, South Beach Rd., Madras-1, issued a tender for construction of an ore berth. Bid deadline is July 22. Tender documents may be purchased from that office for $26.67.

IRAN—The National Iranian Steel Corp. issued Tender No. 1628 for the supply and **installation of carrier telephone systems.** Bid deadline July 28. Bid should offer nine carrier telephone terminals, with tools and spare parts. Copies of tender announcement and specifications are available from the Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007, or on a short-term loan to firms located in the U.S. from the Communication Div., BDC-720, Rm. 4320, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

THAILAND—The Dept. of Vocational Education, Ministry of Education, Bangkok, published Invitation to Bid No. LIVE-23 for **vocational educational equipment** on World Bank Loan No. 471-TH. The bid deadline is Aug. 10. The following MISC-320 thru MISC-396 are the items required: various inspection and testing machinery and equipment; teaching aids on simms injector and fuel injection pump; various types measuring equipment; air-conditioners; automotive air-conditioning service kits; various types metalworking machinery and equipment; tools; drafting equipment; radar and microwave lecture demonstration unit; digital multimeter unit; radar and microwave system circuit analysis unit; various types meters; trace recording camera; private automatic branch exchanges (telephone); regulated D.C. high voltage power supply; monitored attenuator; sweep generator; slide reproducer; motion picture film reproducer; 16 mm. movie camera and accessories; bottle, dairy nursing; plant science equipment and current dynamo. Copies of specification, terms and conditions are available from the above address or on a short-term loan basis to U.S. based companies, from the Business Opportunities Staff, BOS-584, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4674). Review copy available at the Dept. Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

ZAMBIA—The Director of Telecommunications, General Post Office, issued Tender No. G.P.O. 119 for the **supply and installation of a microwave system.** Bid deadline July 30. Bid should offer a 600/960 channel microwave system for telephone and television, with standby, 500 km long comprising 11 stations, 5 of which are to be demodulating repeaters for extraction of telephony. Provisionally television is to be extracted at 2 of the repeaters. In addition a 60/120 channel spur of three stations of approximately 130 km. Copies of tender announcement and specifications are available from the Director of Telecommunications, P.O. Box 1660, Ndola, on payment of approx. U.S. $28.50, refundable on presentation of a bona fide tender.

Visiting Buyers And Officials

AFGHANISTAN—Noor Mahammed Rahimi, Rahimi Store, Jade Nadir Pashtoon, Kabul, interested in finding market for **Afghan handicraft items** and studying possibility for **setting up a New York sales office.** Early July via New York for 30 days. c/o The Trading Company of Afghanistan, 126 West 30th St., New York, N.Y. 10001. Itinerary: New York, Chicago, cities in Colorado and California, Seattle. WTD 8/68 under revision.

BRAZIL—Hugh Sergio R. Peetz, Sales Coordinator, Campanhia Penha de Maquinas Agricolas, Rua Joao Clapp 465, Ribeirao Preto, S.P., interested in contacting U.S. importers of **corn harvesters.** July 5 via Miami for two weeks. c/o Hotel Diplomat, 108 W. 43rd St., New York, N.Y. 10036 or c/o Mrs. Abigail Gelcich, 3621 Echodale Ave., Baltimore, Md. 21214. Itinerary: 7/5 Miami, 7/7 New York, 7/8 Baltimore, 7/10 Chicago, 7/12 Columbus, 7/17 Syracuse. WTD 2/71.

ECUADOR—Hugo Montano P., President of the Small Industrialists Association of Quito, c/o Aperitive Cia. Ltda., Avenida America 615, Quito, interested in following **small capacity machinery: canning machinery, vegetable preparation machinery such as dicers, slicers, cutters, offset printing presses, machinery for manufacturing screws and related items, packaging machinery, knitting machinery for orlon and wool sweaters, industrial freezers.** June 11 via Miami for 60 days. c/o 940 Upper King St., Port Chester, N.Y. 10573. Itinerary: Miami, New York, Chicago, San Francisco. WTD in preparation.

IRAN—Fereidun Varasteh, representing Taliman Trading Co. Ltd., P.O. Box 133, Ahwaz, interested in importing U.S.

central air conditioning units into Iran, electrical industrial equipment, cathartic and anodic protection equipment. Late June/early July via New York for two weeks. c/o Fiberglass Resources Corp., Motor Ave., Farmingdale, N.Y. 11735. Itinerary: New York, San Francisco, one week each. WTD in preparation.

ITALY—Augusto Munari, Sales Promotion Dept. Manager, Coin Grandi Magazzini S.p.A., Piazza XXVII Ottobre, 30170 Mestre, interested in visiting large U.S. department stores to learn U.S. methods, special interest in **sales promotion and buying techniques.** June 26 via New York for two mos. c/o Italian Consulate General, Commercial Section, 600 Madison Ave., New York, N.Y. 10022. Itinerary: New York, Washington, D.C., San Francisco, other cities. WTD 11/69 under revision.

HONG KONG—C. C. Sze, Faithful Trading Co. Ltd., 707 Star House, Kowloon, Hong Kong, interested in locating new products offered by U.S. suppliers of **boilers, laundry equipment, commercial kitchen equipment and requesting technical information on textile machinery and industrial machinery** related to heating and pressure. July 5 via New York for ten days. Itinerary: New York c/o Drake America Corp., 477 Madison Ave., New York, N.Y. 10022; Cincinnati c/o American Laundry Machinery Industries, Cincinnati, O. 45212; Los Angeles. WTD 7/70.

LEBANON—Edouard J. Hage, representing Joseph J. Hage Ets., P.O. Box 5855, Beirut, interested in distributorships of U.S. **automotive parts and accessories.** Third week June via New York for four weeks. c/o 17 Patricia Lane, Trenton, N.J. 08610. Itinerary: New York, Chicago, Milwaukee, Seattle. WTD in preparation.

NICARAGUA — Madga Ester Robelo, representing Productos Noroba, Leon, interested in visiting manufacturers of **school, tailors and billiard chalk and manufacturers of small injected plastic products** to discuss production techniques, technical information and availability of raw materials and molds. July 15 via Los Angeles for 10 days. c/o Consulado General de Nicaragua in Los Angeles and San Francisco. Itinerary: San Francisco 7/22, Los Angeles 7/25 for three or more days. WTD in preparation.

SAUDI ARABIA — Mounah S. Jabara, Assistant Administrator, Ash-Sharq Hospital, P.O. Box 335, Al-Khobar, interested in **hospital supplies** and requesting technical information on hospital operations and equipment. June 10 via New York for six weeks. c/o 330 Fifth Ave., New York, N. Y. 10001. Itinerary: New York, Washington, D.C., Columbus, O., Chicago, Los Angeles, cities in Oklahoma. WTD 11/70 on Eastern Construction Co., P.O. Box 207, Al-Khobar.

SOUTH AFRICA—Harry M. Gihwala, Partner, L. Harkison & Co. incorporated with Filmfare International, 188 Sir Lowry Road, Cape Town, interested in direct purchase of **16mm TV shows, 16 and 35mm motion pictures, projectors, parboiled rice, produce, lentils, dry food, automatic and semiautomatic packing and weighing machinery.** July 1 via New York for 20 days. c/o Dept. of Commerce New York Feld Office. Itinerary: New York, Miami, Houston, Los Angeles, San Francisco, Omaha, Des Moines, Chicago. WTD 5/71.

Future Construction Abroad

FRANCE—Additional information has been received on the **Commercial and Design Center,** located in the "Defense area" of Paris. The Center will consist of buildings comprising 35 thousand square meters; construction should start by mid-1971. The Center will be divided in the following categories: 1) A design and contemporary furniture section; 2) Fashion and accessories; 3) A recreation section which will include movie theaters; 4) Hotels. U.S. companies interested in this vast construction project should contact: COGEPRO, S.A., 88 Avenue de Breteuil, 75 Paris 15e.

INDIA—The Government of India will receive a $75 million credit from IDA to assist in financing the purchase of equipment and materials required to **implement power transmission development programs in nine Indian States** under the Fourth Five-Year Plan (1969-74). A copy of the Foreign Service Report including voltage and cost requirements can be obtained from Business Opportunities Staff, 580-BOS, Dept. of Commerce, Washington, D.C. 20230.

SINGAPORE—The Singapore Telecommunications Department will spend $4.1 million on **telex development,** including the purchase of more tele-printers and ancillary equipment; on providing a total of 1200 lines by 1972; and on the purchase of radio transmitters and receivers.

VENEZUELA — Construction has been announced of the following large projects. The **Ministry of Education Building** to cost Bs 50 million, construction will be performed through local contractors and will contain two TV studios for educational TV, a motion picture studio, photographic studios and laboratories and considerable audio visual facilities. This equipment will be open to national bidding among registered suppliers. The **Central Post Office** to cost Bs 22 million. Write to: Director de Correos, Ministerio de Comunicaciones, Esquina de Carmelitas, Caracas.

JAMAICA—Mr. John Hutton, Managing Director, Hutton Worldwide Property (Jamaica) Ltd., la Duke St., Kingston, is planning two further **land development and housing schemes** now that the Sidney Cove project is nearing completion. Beginning in the fall of 1971, a large scheme of 700 three-bedroom houses will be constructed on Carito Hill in May Pen, approximately 25 miles west of Kingston. The development will be called Mineral Heights and finished homes will sell for about U.S. $10,000. Architects are Mr. Hue Lyew Chin (sewage and water systems) 4 Haining Rd., Kingston 5, and Mr. Trevor Carnegie (subdivision design) 27 Duke St., Kingston. The contractor has not yet been chosen.

CANADA—Construction of a nine-story, 103,000 square foot **office building,** estimated to cost $3.5 million, will begin in Vancouver within the next few weeks. It is scheduled to be completed by about July 1972. The Construction Manager stated that U.S. suppliers interested in bidding on office supplies and equipment for the office building project should send their inquiries to him at the following address: Mr. Robert Davidson, Howard S. Wright Construction Ltd., 853 Richards St., Vancouver, B.C.

JAMAICA — Mr. Stafford deMercado, Director, Phoenix Printery Ltd., 112e Church St., Kingston, is planning to begin **manufacturing open-end and open-side envelopes** by the end of 1971. Although the bulk of the U.S. $200,000 worth of initial equipment is ordered from the United Kingdom, a machine for manufacturing open-end envelopes with a size range of 4″ x 9″ to 12″ x 15″ preferably with a printing attachment is required. Mr. deMercado is interested in new or used machinery.

ARGENTINA—The Province of Neuquen, will develop a **cosmopolitan winter resort** in Cerro Chapelco, near San Martin de los Andes, with complete facilities for all winter sports. It should be able to accommodate, in two years time, 90,000 tourists at any one time during the season. The Province will call for international bids sometime this year. Beginning June 1, a special register will be open in the City of Neuquen (Ministry of Economy) for firms interested in the project. They may apply personally or by mail. Transportation to the Chapelco area from Neuquen will be provided. Literature on the project is available at the Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C. 20009.

KOREA—The World Bank has approved a $30 million loan to Korea Development Finance Corporation (KDFC) for **relending to private enterprises** in the country. The loan is expected to be released shortly. Sub-loans in amounts of $50,000, minimum, and $2 million, maximum, per applicant, will be approved for purchases of manufacturing equipment and raw materials from overseas on a world-wide basis. Firms in the following industrial categories will be eligible: mineral products, food products, wood products, papers, rubber products, chemical and synthetic fiber products, ceramic and glass products, primary metals, metal products, machinery, electric and electronic products, service establishments including hotels, and others. Those engaged in manufacturing export products or import-replacing items will be favorably considered for loan approvals.

SENEGAL—An agreement was signed on June 29, 1970, between the Government of Senegal and M. Jacques Mimram, Director Grand Moulin De Dakar, for the **construction of a sugar complex at Richard Toll in River Region.** The industrial program includes a sugar factory with daily capacity beginning at 2,200 tons of sugar cane and refinery (60,000 tons annually) to transform raw sugar 50 per cent into white granulated sugar and 50 per cent into sugar loaves. Distillery (annual capacity 5-6 million liters of alcohol) and paper factory are also envisaged. Plantation and factories would be managed and directed by the private firm, Compagnie Sucriere Senegalaise (C.S.S.). Total cost of complex is estimated at about $32.6 million, of which $6.2 million would be for land improvement and agricultural machinery. Inquiries regarding sale of machinery should be made through: M. Jacques Mimram, President, Domaine De Siens, Echandens Par Lausanne-1026, Canton De Vaud, Switbdaland.

International Business Reports

Marketing Guide CANADA. **By Bo Israelsson, former Swedish Trade Commissioner in Toronto, and Christer Roos, MB. 397 pp. $29 plus $1.10 postage.**

Partly original and partly a compilation of what has previously been published, this paperback provides considerable useful information on selling in the Canadian market. Included are such topics as customs and import formalities, marketing channels and institutions, transportation, mass media, and banking and financing facilities. The book also contains a unique and comprehensive listing of references and sources for further data particularly helpful to U.S. exporters.

Write: Swedish Trade Commissioner, Simpson Tower, 401 Bay St., Suite 520, Toronto 1, Ontario.

Change and Development — Latin America's Great Task: Report Submitted to the Inter-American Development Bank. **293 pp. $17.50.**

Identifies a number of problems common to Latin American nations, including: the difficulty of maintaining sustained growth rates; inflation; unimproved income distribution; lack of jobs; and "dynamic insufficiency." The author asserts that the key to Latin American economic growth is investment; foreign investment must be used in association with Latin capital and be subject to strict control.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Stock Drive Products Catalog 71. **516pp. Free.**

Over 6,500 off-the-shelf small commercial drive components are featured in this catalog. A highlight of the publication is a fully illustrated 171-page technical handbook section on drive component selection and applications.

The catalog itself is divided into ten product sections, each with its own index as an aid to buyers and specifiers. Major product groups include gears, speed reducers, motors, engineering kits, couplings, chain and belt drives, shafts and bearings, counters, fasteners and vibration mounts.

Write: Stock Drive Products, Division of Designatronics Inc., 55 South Denton Ave., New Hyde Park, New York 11040.

Future of the Mexican Peso—Analytical and Documentary Report on Mexico's Internal and External Liquidity. **52 pp. $55.**

The greatest concern of foreign investors regarding Mexico should not be the discounts on the peso that are appearing in some forward foreign exchange markets, but rather the prospects for Mexico's liquidity position. That's the conclusion of this study, which states that in case of a major crisis in the international monetary system, Mexico may wind up in a severe liquidity squeeze.

The report considers the effects on the economy and on the peso of Mexico's continuing population explosion, examines the basic trends in the nation's balance of payments and outlines the situation pertaining to foreign investment in Mexico.

Write: International Reports, Inc., 200 Park Ave. South, New York, N.Y. 10003.

Economic Survey of France. **93 pp.**
Economic Survey of Sweden. **73 pp. Published by the Organization for Economic Cooperation and Development. 80 cents each.**

The annual reviews of these countries by OECD's Economic and Development Review Committee cover recent economic trends, economic policy, and short and medium-term prospects.

Write: OECD Publications Center, 1750 Pa. Ave., NW., Washington, D.C. 20006.

Advantages of Incorporating and Operating in Liberia. **By Walter H. Diamond. Published by Matthew Bender & Co., Inc. 23 pp. Free.**

Among the advantages discussed are liberal tax and incorporation policies, the increasingly important Free Port of Monrovia, customs duty exemptions and a highly attractive Investment Incentive Code. In addition, Liberia has a long history of political stability, and uses English as its official language and the U.S. dollar as its monetary unit. The U.S. Internal Revenue Code allows American companies operating in Liberia to benefit from reduced U.S. taxes or exempts them from taxation on foreign profits.

Write: Liberian Services, Inc., 103 Park Avenue, New York, N.Y. 10017.

Calendar For World Traders

June 30—Seattle—Export session on marketing and forwarding, Field Office, 8021 Federal Office Bldg., 10 a.m.-noon.

July 6—Seattle—Workshop and luncheon on "Selling in Canada," Seattle Chamber of Commerce, 215 Columbia, 12-2 p.m.

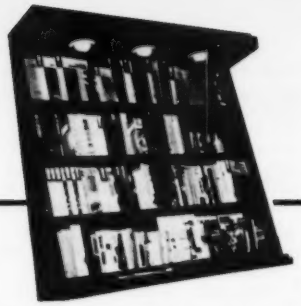
July 7—Seattle—Export session on banking and insurance, Field Office, 8021 Federal Office Bldg., 10 a.m.-noon.

July 8—Memphis—Export forum, Claybrook Restaurant, 6:30 p.m. Sponsors: Mid-South Exporters' Roundtable, Field Office.

July 13—Chicago—Export seminar, Field Office.

July 15—Phoenix—In-office export workshop, 10 a.m.-noon, Field Office. Sponsor: REEC.

July 21—Chicago — Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

DOMESTIC AND INTERNATIONAL BUSINESS

Bureau of Domestic Commerce

Printing and publishing. Vol. 12, No. 2. Quarterly industry report. Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Pulp, paper, and board. Vol. 27, No. 1. Quarterly industry report (with 1970 annual review). Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Business machine market information sources. 47pp. 50¢. A guide to non-technical sources of information in the business machine industry, with emphasis on the electronic computer and data processing area.

Bureau of International Commerce

Export control regulations. Subscribers will receive the basic Export Control Regulations, dated June 1, 1971, and all supplementary Export Control Bulletins issued until the next edition of the Regulations. This is a compilation of official regulations and policies governing the export licensing of commodities and technical data. Cost of the service is $20 for each set sent to a domestic address; $25 to a foreign address. A special air mail service is available for Export Control Bulletins (domestic addresses only). The price for this service is $10, in addition to the subscription rate of $20. All orders for this service should indicate that the remittance is for this purpose, and should specify S.O.D. No. C42.11:971.

Introductory guide to exporting. Revised 1971. 56pp. 35¢. A handbook providing an introduction to services offered by the Department and to the field of export in general.

Foreign Economic Trends. Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢.

India (ET 71-047). 12pp.

Switzerland (ET 71-049). 12pp.

Netherlands (ET 71-050). 12pp.

Paraguay (ET 71-051). 9pp.

Laos (ET 71-052). 12pp.

Nepal (ET 71-053). 9pp.

International Marketing Information Service

Exhibitor's Export Market Guides

Japan needs air, water, and solid waste pollution-control equipment (IMIS 71-009). 3pp. 10¢.

World Markets for U.S. Exports

Industrial and scientific instruments—Italy (IMIS 71-205). 12pp. 10¢.

Pumps, valves and compressors—Israel (IMIS 71-208). 12pp. 10¢.

Food processing and packaging machinery and equipment—Germany (IMIS 71-209). 13pp. 10¢

ECONOMIC AFFAIRS

Bureau of the Census

Business Conditions Digest. Data through April. Series ES1 No. 71-5. Annual subscription $15 ($3.75 more for foreign mailing). Single copy $1.50. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Defense indicators. Series ES4 No. 71.5. Annual subscription $3.50 ($1 more for foreign mailing). Single copy 35¢. This monthly report contains the principal time series on defense activity which influence short-term changes in the economy.

Congressional District Data

The following reports present 1970 population and housing data and recent election statistics for districts of the 92d Congress.

Arizona (CDD-92-2). 8pp. 25¢

Hawaii (CDD-92-9). 8pp. 25¢.

County Business Patterns 1970

The 17th in a series of publications presenting first quarter employment and payroll statistics by county and industry. Summary data, by industry, are also provided for the United States, for the 50 States and the District of Columbia, and for Puerto Rico, the Virgin Islands, American Samoa and Guam.

Arizona (CBP 70-4). 50pp. 50¢.

Idaho (CBP 70-14). 50pp. 50¢.

Montana (CBP 70-28). 50pp. 50¢.

Nevada (CBP 70-30), 37pp. 40¢.

New Hampshire (CBP 70-31). 46pp. 50¢.

New Mexico (CBP 70-33). 50pp. 50¢.

Utah (CBP 70-46). 50pp. 50¢

Wyoming (CBP 70-52). 36pp. 40¢.

Small-area data notes. Vol. 6, No. 5. 8pp. 10¢. This publication highlights 1970 Census products and services as well as new developments in other programs.

Agriculture

Final report on cotton ginnings by States (A10: 70-13). 1p. 10¢.

Construction and Housing

Housing authorized by building permits and public contracts: March 1971 (C40-71-3). Series C40, Price $8 ($2 more for foreign mailing). Single copy (annual), $2; single copy (monthly), 55¢.

Housing starts: April 1971 (C20-71-4). Annual subscription $2. Single copy 20¢.

1970 Census of Housing

General Housing Characteristics. These reports present statistics from the 1970 Census of Housing on general characteristics of housing units for the State, its counties or comparable areas, incorporated and unincorporated places, and certain other areas of the State.

Hawaii (HC(1)-A13), 60pp. 65¢.

Idaho (HC(1)-A14). 62pp. 65¢.

Nevada (HC(1)-A30). 56pp. 65¢.

Construction expenditure of State and local governments: January-March 1971 (GC71 No. 1). 3pp. 10¢.

Distribution and Services

Weekly retail sales. Estimated sales of U.S. retail stores, week ending May 29 (CB 71-330). 2pp. 10¢.

Weekly retail sales. Estimated sales of U.S. retail stores, week ending June 5 (CB 71-334). 2pp. 10¢.

Monthly wholesale trade report: April 1971 (CB 71-339). 2pp.

Monthly retail trade report: April 1971 (CB 71-340). 4pp.

Foreign Trade

U.S. trade with Puerto Rico and U.S. possessions (FT 800). 1970 annual (revised through December 1970 statistics). Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Highlights of exports and imports: April 1971 (FT 990-71-4). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Gold movements: April 1971 (FT 2402-71-4). Annual sub. $1. Single copy 10¢.

General imports—cotton manufactures: April 1971 (FT 130-71-4). Annual subscription $1. Single copy 10¢. Country of origin and Geneva agreement category.

Industry

Survey of Manufactures

Annual survey of manufactures: 1969—general statistics for industry groups and industries (M69(AS)-1) (revised). May 1971. 32pp. 25¢. This publication presents revisions made to the M69 (AS)-1 issued in March 1971.

Annual survey of manufactures, 1969—Value of manufacturers' inventories (M69 (AS)-3). 28pp. 25¢. A preprint of a chapter in the annual survey of manufactures: 1968 and 1969 volume.

Annual survey of manufactures: 1969—expenditures for new plant and new equipment (M69(AS)-5). 17pp. 25¢. A preprint of a chapter in the annual survey: 1968 and 1969 volume.

1967 Census of Manufactures

Distribution of manufacturers' shipments and sales, by class of customer (MC67(S) -3). 71pp. 65¢.

Fuels and electric energy consumed (MC 67(S)-4). 38pp. 40¢.

Population

1970 Census of Population

Colorado (PC(1)-A7). 41pp. 40¢.

Delaware (PC(1)-A9). 27pp. 40¢.

West Virginia (PC(1)-A50). 40pp. 40¢.

1970 Census of Population and Housing

General Demographic Trends for Metropolitan Areas, 1960 to 1970—Final Reports:

Mississippi (PHC(2)-26). 26pp. 15¢.

South Carolina (PHC(2)-42). 30pp. 25¢.

General Population Characteristics:

Hawaii (PC(1)-B13). 68pp. 55¢.

Current Population Reports

Preliminary intercensal estimates of States and components of population change, 1960 to 1970 (Series P-25, No. 460). (This report supersedes report No. 436 of this series). 16pp. 15¢.

Current Population Reports issued in Series P-20, P-23, P-25, P-26, P-27, P-28 (summaries only), P-60, and P-65 are sold as a single consolidated subscription at $14 per year, $3.50 additional for foreign mailing.

SCIENCE AND TECHNOLOGY

National Oceanic and Atmospheric Administration

Hurricane — information and Atlantic tracking chart. (June) 1971. 8pp. 15¢. This brochure describes hurricanes, how they begin, and how to track them. Also includes terms to know, tropical cyclone names for years 1971 through 1980, and hurricane safety rules.

Environmental Research Laboratories

Optimization of frequencies used in indirect sensing by inversion (NOAA TR ERL 202-WPL 14). 30pp. 35¢. Presents the results of a minimizing computer search of the mean-square error expression as obtained in the linear statistical theory of inversion.

Radiative transfer observations and calculations during BOMEX (NOAA TR ERL 203-APCL 19). 177pp. $1.50. During the Barbados Oceanographic and Meteorological Experiment in 1969, over 220 balloon-borne radiometersonde ascents were made.

A portable, frequency-coherent spectrum analyzer for radar applications (NOAA TR ERL 204-AL 5). 23 pp. 30¢. Describes a portable device that can be connected to a conventional pulsed-radar system to obtain frequency-coherent radar returns.

National Ocean Survey

Computational procedures for the determination of a simple layer model of the geopotential from doppler observations (NOAA TR NOS 42). 71pp. 65¢ The geopotential of the earth is represented by the potential of a simple layer distributed over the earth's surface. Density values of this layer for 104 surface elements have been determined from Doppler observations. Numerical integration is employed to compute satellite orbits with time sequenced Doppler observations given as input. The geopotential forces acting upon the orbit are described as well as the attraction of the sun and moon, solar radiation pressure, and air drag.

National Weather Service

Marine Weather Service Charts

Great Lakes: Huron, Erie & Ontario. Not to be used for navigation. 12″ x 19″. 15¢.

Great Lakes: Superior and Michigan. Not to be used for navigation. 12″ x 19″. 15¢.

National Bureau of Standards

Weights and measures labeling handbook (Handb. 108). 406pp. $3.25. Prepared for use by State weights and measures officials in the enforcement of State laws and regulations pertaining to the packaging and labeling of commodities. It provides a cross indexed compilation of the requirements of the Model State Packaging and Labeling Regulations, U.S. Department of Agriculture regulations, and regulations of the Food and Drug Administration and Federal Trade Commission issued pursuant to the Fair Packaging and Labeling Act.

National Standard Reference Data Service

Critical micelle concentrations of aqueous surfactant systems (NSRDS-NBS 36). 1971. 227 pp. $3.75. Close to 5,000 entries, based on 333 references, dealing with 720 compounds are tabulated in the main tables. Whenever available, the temperature, any additives present, the method of determination and the literature source are given for each CMC value and an indication of the apparent quality of the preparation and method used are included. A shorter table gives selected values which are believed to be particularly reliable.

Report of the 55th National Conference on Weights and Measures 1970 (Spec. Publ. 342). 315pp. $1.75.

Corrections and calculations on an X-ray diffraction line profile: a computer program (Tech. Note 600). 34pp. 40¢. This computer program was written to perform corrections and make calculations on an x-ray diffraction profile before Fourier analysis. The corrections are for the background and for variations of intensity with the Bragg angle.

A high-dispersion spectral analysis of the Ba II star HD 204075 (ζ Capricorni) (Monogr. 119). 174pp. $3.25. Because of the great interest in the barium stars, it was considered of some importance to make an accurate study of one at higher dispersions than heretofore available. This eliminates some of the problems caused by the severe blending that results from their spectroscopic richness in lines of the singly ionized rare earths. The present investigation attempted to derive the physical parameters and chemical composition of the atmosphere of ζ Capricorni from this observational material.

National Technical Information Service

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢), unless otherwise specified.

Forecasters' guide to tropical meteorology (AD-723 392). HQ, Air Weather Service. Paper copy $6 (microfiche 95¢). 361pp. Covers basic facts of climatology, circulation, synoptic models, analysis, and forecasting applicable throughout the tropics. Emphasis is placed on uses of climatology and satellite cloud photos.

Handbook of toxicity of pesticides to wildlife (PB-198 815). Bureau of Sport Fisheries and Wildlife, Denver, Colo. 135pp. Results of toxicity studies conducted upon 30 common wildlife species such as mallard ducks, ring-necked pheasants, house sparrows, bobwhite quail, common bullfrogs, and mule deer. Report gives toxicity information on each of the 108 pesticides tested. Acute oral toxicity values include information on species, sex, age, and symptoms. Results of 30-day repeated oral toxicity or feeding tests are included.

Airborne asbestos (PB-198 581). Committee on Biologic Effects of Atmospheric Pollutants, National Academy of Sciences—National Academy of Engineering, Washington, D.C. 61pp. Discusses pathogenicity of asbestos in man and animals, human nonoccupational exposure to asbestos, health risk associated with various degrees and types of exposure, sources of environmental contamination, and feasibility of control measures.

Availability of residual fuel oil (PB-198 817). M. W. Kellogg Co., Piscataway, N.J., for the Environmental Protection Agency. 100pp. Estimates present and future availability of residual fuel oil, relative to the United States market, at current high sulfur levels and at low sulfur levels.

The following reports concern the need for measures to provide financial responsibility and limitation of liability for vessels and onshore and offshore facilities for costs of removing discharged oil, and payment of damages resulting from the discharge. Volume I is the report submitted to the President and the Congress. Volume II is the study of legal, economic, and technical aspects of the problem and includes comments from various segments of the oil, transport, marine, and public interests:

Oil pollution liability and financial responsibility, volume I: report (PB-198 775). Dept. of Transportation, U.S. Coast Guard, Washington, D.C. 25 pp.

Legal, economic, and technical aspects of liability and financial responsibility as related to oil pollution, volume II: study (PB-198 776). George Washington Univ., Washington, D.C. for the Coast Guard, paper copy $6 (microfiche 95¢). 347pp.

Transportation system candidates for urban applications (PB-198 616). Mitre Corp., Washington, D.C. for the Urban Mass Transportation Admin., 289pp. Compiles 123 system candidates for application to urban transportation. Systems are presented by their function of service (line haul, circulation, and special purpose); mode of service (transit, demand, origin to destination); and state of development (operational, prototype development, model development, engineering feasibility, and concept). For each candidate, a brief description of the system and indication of the status of implementation are given.

Laser Safety (AD-721 088). By Naval Training Device Center, Orlando, Fla. 43pp. Surveys literature pertaining to laser safety parameters and precautions. Discusses basic features of a laser and recent laser safety legislation. Recommended safe exposure levels are given for the eye and skin.

Office of Telecommunications

Ionospheric predictions for September 1971. Number 102. 25¢. These ionospheric predictions are issued monthly as an aid in determining the best sky-wave frequencies over any transmission path, at any time of day, for average conditions for the month.

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